

**EXPRESSION OF INTEREST (EOI)  
FOR MANUFACTURE AND SUPPLY OF  
PACKAGED DRINKING WATER UNDER  
THE BRAND NAME OF  
“JYOTHI WATER”.**



**The Kerala Agro Industries Corporation Ltd.**

*(Joint venture of Government of India and Government of Kerala)*

KissanJyothi, Fort, Thiruvananthapuram- 695 023

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**Expression of Interest (EOI) for short listing of manufacturing facilities / plants for manufacture and supply of Packaged Drinking Water under the brand name of 'JYOTHI WATER.**

KAICO is in business of manufacturing packaged drinking water under brand name "JYOTHI WATER" KAICO wishes to shortlist manufacturing facilities / plants of reputed firms / companies having requisite experience in manufacturing of packaged drinking water for manufacture and supply of Packaged Drinking Water as per IS:14543 under brand name of 'JYOTHI WATER' in one liter/500ml PET bottles.

**A. Minimum Eligibility Criteria:**

**(1) Technical criteria:**

The Plant / manufacturing facility for Packaged Drinking Water should be RO based with total output capacity not less than 3,000-3,500 LPH. The plant/ manufacturing facility should be running under process and procedure prescribed by BIS carrying relevant BIS Protocol [IS:14543-2004]. The Plant should have bottle blowing and packing line for PET bottles with in house laboratory. The plant should have valid CM/L number for production of Packaged Drinking water. The plant should have valid CM/L number for production of Natural Mineral water.

**(2) Financial Criteria:**

- 2.1 Minimum annual financial turnover in each of the last three financial years (excluding current financial year) from the plant in water business should be Rs.50 to 75 lakhs

**B. Scope and Details of Work:**

- (1) Filling and supply of Packaged Drinking water in 1000/500 ML PET bottles in 25- 30 mm three-start/half twist neck size at various locations specified by KAICO.
- (2) Packaging shall be done in 1000/500 ml, if required, packing may also be done in 300 ml PET bottles. It is expected that requirement of 300 ml bottles may be not more than 20% of total requirement. The bottle label may carry following signage: "Manufactured for KAICO by M/s ....."
- (3) The contract shall be awarded for a period of three years which can be extended up to a period of five years. Suitable price variation clause will be incorporated while inviting financial bid.

Purchase of raw materials required for production of PDW/NMW shall be responsibility of Plant owner. The specification of same is given in Annexure-B. However Caps and labels shall be purchased from the sources/firms approved by KAICO. Approval will be given to only those firms who meet the technical specifications given by KAICO and agree to execute agreement with KAICO that I will not supply closures / labels bearing KAICO logo to any third party without written permission from KAICO.

- (5) Bottle blowing moulds shall have to be made as per bottle design of KAICO, which will be given in tender document for calling financial bid. After completion of contract period mould shall be the property of KAICO and same should be handed over to KAICO.
- (6) Product produced for KAICO will be picked up by KAICO at works premises, who in turn shall make arrangements for distribution to Railway catering licensees. No product shall be sent directly to such licensees by the tenderer.
- (7) In case there is threat to brand name of "JYOTHI WATER" on account of poor quality by the tenderer, the contract can be terminated with notice of seven days under following conditions:
  - a. Threat to Brand JYOTHI WATER.
  - b. Non supply of sufficient quantity as per the terms of contract
  - c. Direct Supply to retailers or any other consumption point without routing through KAICO.
- (8) Manufacturing facilities / plants of firms / companies which meet eligibility criteria shall be short listed for manufacturing and supply of packaged drinking water/Natural mineral water under brand name of 'JYOTHI WATER' or any other name decided by KAICO.
- (9) KAICO will accept daily supply of PDW/NMW as per terms and conditions of contract with plus or minus 20% variation over the specified daily quantity except in Force Majeure.

Force Majeure: "Force Majeure" shall mean any event beyond the control of the KAICO or of the Vendor, as the case may be, and which is unavoidable notwithstanding the reasonable care of the party affected, and shall include, without limitation, the following:

- a) Drop in requirement / Demand of JYOTHI WATER on account of change in policy from Government.
- b) War, hostilities or warlike operations (whether a state of war be declared or not), invasion, act of foreign enemy and civil war.
- c) Rebellion, revolution, insurrection, mutiny, usurpation of civil or military government, conspiracy, riot, civil commotion and terrorist acts.
- d) Strike, sabotage, unlawful lockout, epidemics, quarantine and plague.

- e) Earthquake, fire, flood or cyclone, or other natural or physical disaster.

**C. Quality control and Inspection by KAICO for Quality:**

1. On account of the Brand Name of JYOTHI WATER, the Quality aspect is of paramount importance and the Quality Control will be given highest priority. The product shall meet KAICO specifications as given in Annexure-A in addition to BIS specifications IS 14543 for PDW or shall conform to IS : 13428 part I and part II for NMW.
2. KAICO shall depute its representative during KAICO labeled production at factory premises for stage inspection as well as final product inspection. Firm will inform KAICO prior to start of production.
3. Quality will be monitored at plant by representative of KAICO. No product will be dispatched from plant until it is cleared by KAICO representative
4. The testing will be done to ascertain that product meets specifications give in IS 14543 and also meets specification as given by KAICO in Annexure-A for PDW or meets specifications given in IS : 13428 part I and part II for NMW .
5. The product can be tested at consumer end (sale point) also either by KAICO . In event of Quality failure, whole lot will be rejected and damaged at consumer end. No payment shall be made for rejected lot. Besides a strict financial penalty shall be imposed for each case of Quality failure.

**D. Sale and Distribution:**

KAICO or its representative shall pick up packaged drinking water from the works of manufacturer and all activities related to sale and collection of money will be the responsibility of KAICO / its representative. Loading at works shall be done by the manufacturer.

**E. Payments to plant owner:**

Monthly payments shall be made to the plant owner for production done during previous month at rate as decided in Letter of Award / Contract Agreement including applicable taxes. Details will be given in tender document.

**F. How to apply:**

Interested applicants / Bidders should submit their application along with EMD of Rs. 75,000/- (in case of not short listed EMD shall be returned within 120 days from the last date of submission of EOI) for short listing giving requisite details / documentary proof in support of Eligibility Criteria in the following order:

Sl. No.	Item	Information to be filled in by applicant and copy of proof to be attached
1	Name of the firm / Plant Owner	
2	Full Address	
3	Telephone Number: office	
	Residence	
	Fax No.	
	E-Mail address	
4	Details of earnest money deposit (EMD)Rs.75,000/- through Demand Draft/ Bankers Cheque, in favor of Managing Director, The Kerala Agro Industries Corporation Ltd and payable at Trivandrum	
5	Month and year in which the firm /company was formed / incorporated in present name	
6	What is the constitution of firm viz. Sole Proprietor, Partnership, Pvt. Ltd., Public Ltd., etc.	
i)	In case of Company please enclose a certified Memorandum and Articles of Association along with certificates of incorporation and commencement of business etc and list of present Directors with addresses.	
ii)	In case of partnership firm- please enclose, Name of the partners with complete address, certificate of registration (if any), partnership deed duly attested by Notary and Power of Attorney duly attested by Notary if any executed in favor of any person (s) by any partner/partners to act on behalf of Partners/Firm.	
iii)	In case of proprietorship firm, name of the proprietor with complete address and power of attorney duly attested by notary if any executed in favour of any persons by proprietor to act on behalf of the proprietor/firm.	

7	Brief profile of the firm stating about of total manpower, Technical staff & investigators, availability present client list, Past experience.	
8	<p>Name and address of the plant from where firm will supply packaged drinking water in case of being short listed. Provide following details:</p> <p>a)Size of land on which plant is located.  b) Floor wise Covered area /Built up area.  c)Storage area for finished product and total storage capacity  d)Connected load and Maximum demand.  e) Details of standby power supply/DG set.</p>	
9	<p>Details of the PDW plant (as indicated in item 8 above)</p> <p>a)Year of establishment  b)Production capacity  c) Details of water treatment process and details of equipments used like capacity, name of manufacturer. Enclose process diagram for water treatment.  d) Details of Bottle blowing machines, RFC machines, Labeling Machines, Packing machines and other machinery: i) capacity, ii) make/ manufacturer name, iii) year of installation etc.  e) Copy of current BIS license and CM/L number details.  f) Copy of Brand Registration Certificate or copy of Agreement executed with Brand owner.</p>	
10	Submit copy of the quality control procedure and operation and maintenance procedure followed in each plant. Submit list of employees engaged in Quality checks and details of laboratory equipments in each plant. (as indicated in item 8 above).	

11	Enclose Brand wise details of water production done in last three years i.e. number of water bottles manufactured size wise in 2014-15,2015-16&2016-17 for each plant given in item 8 above.		
12	Enclose copy of the current registration certificate of following for each plant as given in item 8 above: a) Factory license b) Pollution control license		
13	Enclose drawing of bottle design and label design of all varieties of 1000 ml and 500 ml bottles manufactured. Samples of the bottle labels should also be submitted.		
14	Submit Details of Raw water source. In case of surface water, give location (geographical coordinates) and name of the river/lake etc and analysis report of this raw water. In case of Ground water, submit details such as location, depth of bore, year of bore and analysis report of this raw water.		
15	What capacity can be spared of each plant given in item 8 above for manufacturing JYOTHI WATER PDW. Figures to be in cartons per day.		
16	Has the applicant or any of his partners or Directors been black listed or banned in the past by any Central or State Government Dept. /Organization?		
17	Submit details of annual turnover of each plant in water business (as given in item 8 above) for last three financial years. 1. Enclose Balance sheet and Profit and Loss A/c of the last completed three financial years, duly audited by a Chartered Accountant/ Published Annual Report. The balance sheet and Profit and Loss A/c should be duly signed, dated and stamped by the CA firm along with name and membership no of the Chartered Accountant who is signing the above-mentioned documents.	Year	Annual Turn-over In Rs. Lakhs
		i) 2014-15	
		ii) 2015-16	
		iii) 2016-17	

	Form 3CD duly signed, dated and stamped by the CA firm along with name and membership no of the Chartered Accountant. Attach Income Tax clearance certificate / copy of Income Tax returns filed for the last three financial years.	
18	Financial Standing of the bidder- (a) Solvency Certificate issued by the Bank should be equal to the value of Rs. 1.00 Crore. (b) Certificate from Chartered Account specifying positive net-worth of the bidder at the close of the preceding financial year should be submitted.	
19	Furnish details of Sales Tax registration. Also enclose copy of Sales Tax/VAT Returns for last three years i.e. for 2014-15,2015-16,2016-17 for each plant as given in item 8 above. (Certified copies to be attached)	
20	Furnish details of Excise registration. Also enclose copy of Excise Returns – ER 4 for the month ending 31st March and 30th Sept for the last three years i.e. for 2014-15,2015-16,2016-17 for each plant as given in item 8 above. (Certified copies to be attached)	
21	Copy of Permanent Account Number (PAN) allotted by Income Tax Dept.	
22	Whether registered with service tax. If so, furnish details.	
23	A power point presentation about working of the plant to be submitted on a CD or Pen drive.	
24	Any other information the applicant might like to give such as list of present clients along with details of orders executed.	



**H. Format and signing of Application:**

1. The tenderer shall provide all the information sought in the EOI. KAICO will evaluate only those Applications that are received in the required formats and complete in all respects. Incomplete and /or conditional Applications shall be liable to rejection.
2. The Application shall be typed or written in indelible ink and signed by the authorized signatory of the Applicant who shall also initial each page in blue ink. In case of printed and published documents, only the cover shall be initialed. All the alterations, omissions, additions or any other amendments made to the Application shall be initialed by the person(s) signing the Application. The Application shall contain page numbers and shall be bound together in hard cover.

**I. Sealing and Marking of Applications:**

1. The tenderer shall submit the Application in order, together with the documents specified in the above table, and seal it in an envelope and mark the envelope as "EXPRESSION OF INTEREST (EOI) FOR SHORT LISTING OF MANUFACTURING FACILITIES / PLANTS FOR MANUFACTURE AND SUPPLY OF PACKAGED DRINKING WATER". The tenderer shall seal the Application, together with enclosures, in envelopes.
2. Applications submitted by fax, telex, telegram or e-mail shall not be entertained and shall be rejected.
3. Each of the envelopes shall be addressed to

**Managing Director,  
The Kerala Agro Industries Corporation Ltd,  
Kissan Jyothi Fort PO, Trivandrum -695023  
Ph: 0471-2471343**

**J. Application Due Date:**

The application for shortlist along with supporting documents and EMD of **Rs.75,000/-** should be submitted at the above mentioned address on or before **05.03.2018** by **03:00pm**.

**K. Late Applications:**

Applications received by the Authority after the specified time on the Application Due Date shall not be eligible for consideration and shall be summarily rejected.

**L. Opening, Verification and Disqualification:**

1. KAICO shall open the Applications at 04:00pm. on the Application Due Date, at KAICO Head office, Kissan Jyothi Fort PO, Trivandrum on the above mentioned address and in the presence of the Applicants who choose to attend.
2. KAICO reserves the right to verify all statement, information and documents submitted by the bidders in response to EOI and the bidder shall, when so required by KAICO, make available all such information, evidence and documents as may be necessary for such verification, failure to do so may result in disqualification.
3. Firm shall facilitate inspection of their manufacturing facilities / plants by representative of KAICO, failure to do so may result in disqualification.
4. Firm can be asked to make a presentation in KAICO Head office.
5. KAICO reserves the right not to proceed with the selection Process at any time without notice or liability and to reject any or all Application(s) without assigning any reasons.
6. KAICO also reserve the right to cancel the accepted tender (after inviting financial bid) with forfeiture of EMD/Security deposit and debarment if:
  - (a) at any time either during evaluation of EOI or after the award of tender, a material misrepresentation is made or uncovered, or
  - (b) the bidder does not provide, within the time specified by KAICO, the supplemental information sought by KAICO for evaluation of EOI.

**M. Confidentiality:**

Information relating to the examination, clarification, evaluation, and recommendation for the short-listed shall not be disclosed to any person who is not officially concerned with the process. KAICO will treat all information, submitted as part of Application, in confidence and will require all those who have access to such material to treat the same in confidence. KAICO may not divulge any such information unless it is directed to do so by any statutory entity that has the power under law to require its disclosure or is to enforce or assert any right or privilege of the statutory entity or as may be required by law or in connection with any legal process.



MANAGING DIRECTOR

The Kerala Agro Industries Corporation Ltd