

EOI document for

**“Obtaining distributorship/dealership
/direct buying various lac value-added
products.”**

The EOI document contains 8 pages including the cover page.

Mukhyamantri Laghu evam Kutir Udyam Vikas Board

Government of Jharkhand Undertaking

Ref. No. 228

Date: 07.06.2018

Mukhyamantri Laghu evam Kutir Udyam Vikas Board, Ranchi, Jharkhand, invites Expression of Interest from agencies/firms/companies/NGOs/individuals/export houses/end users/start ups for obtaining distributorship/dealership/direct buying of various lac value-added products.

1. Distributorship/dealership/buying of **Lac Value Added Products** that are being currently produced at Sidrol Lac Factory, Namkum, Ranchi and other manufacturing units.
2. Processing Only - Processing of raw lac as per the need and want of buyers (Raw material to be procured and transferred to the processing facility by the buyer at their own expense)

The factory has the capacity to produce the following Lac based Value Added Products:

Sl. No.	Description of Lac Value Added Products	Production Capacity per month in Metric Tonnes (approx.)
01	Seed Lac	75
02	Button Lac	7.5
03	Sealing Wax	2.5
04	Bleached Shellac Cake	25
05	Gasket Sealant	5
06	Handmade Shellac	10
07	Aleuritic Acid	0.5
08	Lac Dye	2500 ltr

The Board ensures the following:

- Timely delivery and a fair price mechanism through forward contract in lots of value added products as per existing market rate of raw lac.
- Quality through its Quality Partner ICAR-IINRG (Indian Institute of Natural Resins and Gums)

For application format, agreement format and other terms and conditions the website: www.jharkhandindustry.gov.in may be visited.

The Board reserves the right to withdraw/amend the EoI without any notice. Jurisdiction for any dispute arising out of the EoI shall be at Ranchi.

Mukhyamantri Laghu evam Kutir Udyam Vikas Board Government of Jharkhand Undertaking

A. Background

Vision & Mission:

Mukhyamantri Laghu evam Kutir Udyam Vikas Board has been incorporated to work in the fields of rural and urban entrepreneurship in tandem with mission and vision of India 2022 to eradicate poverty and doubling the income of tribal farmers, through strengthening of rural based economies of Jharkhand by area resource specific, technical interventions, infrastructure development, capacity building, marketing linkups and promotion, credit linkage and hand holding.

Objectives:

- Promotion of Lac based enterprises
- Promotion of Tasar based enterprises
- Promotion of Handicraft based enterprises
- Promotion of Small and Cottage enterprises based on Non Timber Forest Produce (N.T.F.P.)/Minor Forest Produce, Agro based Food Processing etc.

About Us:

Mukhyamantri Laghu avam Kutir Udyam Vikas Board has been recently constituted under the Societies Registration Act 1860.

The Board has widespread reach to each and every village of Jharkhand, through 30,000 village coordinators, 260 Block Coordinators, 24 District Coordinators, 4 Deputy Directors and 1 Chief Executive Officer.

The Board in order to achieve its objectives forms Udyami Mandals (Producer Groups) for manufacturing of value added products and facilitates them with forward marketing linkages for sustainable livelihood.

B. Business Model:

To achieve its objectives the Board has begun producing lac value-added articles which it intends to link with existing global markets, and is looking for development of market and distribution channel.

Interested Agencies may apply for either one or more of the following business modes:

1. Distributorship/dealership/buying Lac Value Added Products that are being currently produced by Udyami Mandals at Sidrol Lac Factory, Namkum, Ranchi and other manufacturing units.

Terms & Conditions for Dealership/Distributorship/Buying:

- Agencies interested in obtaining dealership/distributorship shall become the distributor of the state and shall sell all branded lac value added products and shall maintain a healthy mix of all products.
- It shall be the responsibility of the dealer/distributor to further market the products within the state.

Mukhyamantri Laghu evam Kutir Udyam Vikas Board

Government of Jharkhand Undertaking

- The Minimum Stock Order Quantity shall be set by the Board.
- Rates shall be ex works and 100% shall be payable prior to despatch of value added products.
- One time non refundable fees of Rs.10,000.00 shall be payable for becoming distributor.
- It shall be the sole decision of the Board to appoint dealers under a distributor as and when required.
- For direct buying no fees is applicable.
- For direct buying on finalization of order the buyer shall submit 20% advance of the total order value and remaining prior to despatch of consignment. (In the form of Demand Draft/NEFT)
- The rates quoted shall be ex works i.e. Sidrol Lac Factory, Namkum, Ranchi, Jharkhand.
- All value added products shall be branded and bear the brand name “**JharLac**” and its logo.
- Transportation to be borne by the buyer.
- Other terms and conditions may be applicable as and when required for safeguarding the interest of the Board

2. Processing Only - Processing of raw lac as per the need and want of buyers

- Raw material to be procured and transferred to the processing facility by the buyer at their own expense
- Fixed Processing charges shall be applicable on unit basis as decided by the Board
- All payments shall be credited to the account of MMLKUVB through DD/NEFT prior to unloading of raw material at the facility.
- Only finished goods as desired shall be delivered and any waste produced during the processing shall be the property of the Board

C. Review Process, Evaluation and Decisions

a. The EOI will be evaluated in a single stage process involving qualification of interested parties through this EOI. At the end of this stage, MMLKUVB expects to announce a short-list of suitable qualified Applicants who shall be eligible for empanelment with Board.

b. Any queries or request for additional information concerning this EOI shall be Submitted in writing or by e-mail to MMLKUVB before the submission of EOI. The envelopes/ communications shall clearly bear the following identification/ title: "Queries/ Request for Additional Information –

Expression of Interest for “Obtaining distributorship/dealership/direct buying various lac value added products” and shall be sent at the following address:

**Chief Executive Officer,
MMLKUVB,
4th Floor, Udyog Bhawan,
Ratu Road, Ranchi – 834001, Jharkhand**

Mukhyamantri Laghu evam Kutir Udyam Vikas Board

Government of Jharkhand Undertaking

The EOI document can also be downloaded from our website and the applicant shall submit the demand draft (for distributor only) at the time of submitting EOI along with General documents.

e. The MMLKUVB shall evaluate the responses to the EOI and all supporting documents & documentary evidence. Inability to submit requisite supporting documents or documentary evidence, may lead to rejection of the EOI Proposal.

f. The decision of the MMLKUVB in the evaluation of responses to the Expression of Interest shall be final. No correspondence will be entertained outside the evaluation process of the Board.

g. The Board may ask for presentation / meetings with the applicants to evaluate its suitability for the assignment.

h. The MMLKUVB reserves the right to reject any or all proposals.

D. Required documents to be submitted as part of EOI submission:

1. A self certified copy of agency registration certificate/ Memorandum and Articles of Association/ Company Identification/Registration number etc.
2. PAN number and TAN number of the Applicant and GST details if applicable
3. Company profile

E. Guidelines for EOI Submission

1. Single Cover: Sealed and super scribed big envelope with “EOI for obtaining distributorship/dealership/direct buying various lac value added products” containing all documents, application and annexures. Interested applicants are requested to submit their responses to the EOI at the address – Chief Executive Officer, MMLKUVB, 4th Floor – Udyog Bhawan, Ratu Road, Ranchi-834 001.

F. Date Schedule

Sl.No.	Event Description	Date
01.	Last date of receiving queries	15 days from date of publication
02.	Last date of EOI Submission	45 days from the date of application

Mukhyamantri Laghu evam Kutir Udyam Vikas Board Government of Jharkhand Undertaking

Letter Comprising the Application for Empanelment

To,
The Chief Executive Officer,
MMLKUVB,
4th Floor, Udyog Bhawan,
Ratu Road, Ranchi – 834 001

Sub: "EOI for obtaining distributorship/dealership/direct buying various lac value added products."

Dear Sir,

1. With reference to your EOI document dated *****, we, having examined the EOI document and understood its contents, hereby submit our Application for Empanelment for the aforesaid project. The Application is unconditional and unqualified. The Application is in lieu of Business Model 1/2 or all.
2. All information provided in the Application and in the Appendices and Annexure is true and correct and all documents accompanying such Application are true copies of their respective originals.
3. This statement is made for the express purpose "obtaining distributorship/dealership for lac value added products and lot processing of raw lac and other lac value added products by end users"
4. We shall make available to MMLKUVB any additional information it may find necessary or require to supplement or authenticate the Qualification statement.
5. We acknowledge the right of MMLKUVB to reject our Application without assigning any reason or otherwise and hereby waive our right to challenge the same on any account whatsoever.
6. We certify that in the last three years, we have neither failed to perform on any contract, as evidenced by imposition of a penalty or a judicial pronouncement or arbitration award, nor been expelled from any project or contract nor have had any contract terminated for breach on our part.
7. I/We declare that:
 - (i) I/We have examined and have no reservations to the EOI document, including any Addendum issued by MMLKUVB.
 - (ii) I/We do not have any conflict of interest in accordance with the EOI document; and
 - (iii) We have not directly or indirectly or through an agent engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice, as defined in the EOI document, in respect of any tender or request for proposal issued by or any agreement entered into with MMLKUVB or any other public sector enterprise or any government, Central or State; and

Mukhyamantri Laghu evam Kutir Udyam Vikas Board Government of Jharkhand Undertaking

(iv) We hereby certify that we have taken steps to ensure that in conformity with the provisions of the EOI document, no person acting for us or on our behalf has engaged or will engage in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice.

8. We understand that you may cancel the EOI Process at any time and that you are neither bound to accept any Application that you may receive nor to invite the Applicants to Bid for the Project, without incurring any liability to the Applicants, in accordance with the EOI document.

9. We certify that in regard to matters other than security and integrity of the country, we have not been convicted by a Court of Law or indicted or adverse orders passed by a regulatory authority which could cast a doubt on our ability to undertake the Project or which relates to a grave offence that outrages the moral sense of the community.

10. We further certify that in regard to matters relating to security and integrity of the country, we have not been charge-sheeted by any agency of the Government or convicted by a Court of Law for any offence committed by us or by any of our Associates.

11. We further certify that no investigation by a regulatory authority is pending either against us or against our Associates or against our CEO or any of our Directors/ Managers/ employees.

12. We undertake that in case due to any change in facts or circumstances during the EOI Process, we are attracted by the provisions of disqualification in terms of the guidelines referred to immediately above, we shall intimate MMLKUVB of the same.

13. We, hereby irrevocably waive any right which we may have at any stage at law or howsoever otherwise arising to challenge or question any decision taken by MMLKUVB in connection with the selection of Applicants, selection of the empanelled agency, or in connection with the selection/ EOI Process itself, in respect of the above mentioned Project and the terms and implementation thereof.

14. We hereby enclose a non-refundable Demand Draft/ Receipt of the Demand Draft for Rs 10,000/ in favour of 'MMLKUVB' payable at Ranchi fromBank having DD No.....dated towards processing charges. (For Distributor Only)

15. We agree and undertake to abide by all the terms and conditions of the EOI document.

In witness thereof, I/We submit this application under and in accordance with the terms of the EOI document.

Yours faithfully,

(Signature of the Authorized Signatory)

Date&Place:

Mukhyamantri Laghu evam Kutir Udyam Vikas Board Government of Jharkhand Undertaking

Details of Applicant

1. (a) Name:

(b) Country of incorporation:

(c) Address of the corporate headquarters and its branch office(s), if any, in India:

(d) Date of incorporation and/ or commencement of business:

(e) PAN/TAN/GST Details:

2. Brief description of the Applicant including details of its main lines of business and proposed role and responsibilities in this Project:

3. Details of individual(s) who will serve as the point of contact/ communication for MMLKUVB:

(a) Name:

(b) Designation:

(c) Company:

(d) Address:

(e) Telephone Number:

(f) E-Mail Address:

(g) Fax Number:

4. Particulars of the Authorized Signatory of the Applicant:

(a) Name:

(b) Designation:

(c) Address:

(d) Phone Number:

(e) Fax Number:

**Mukhyamantri Laghu evam Kutir Udyam Vikas Board
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	Mukhyamantri Laghu Evam Kutir Udhyam Vikas Board 4 th Floor, Udyog Bhawan, Ratu Road, Ranchi 834001	
Notice Inviting Expression of Interest		
<p>Mukhyamantri Laghu evam Kutir Udyam Vikas Board (MMLKUVB) , Ranchi, Jharkhand, invites Expression of Interest from agencies/firms/companies/NGO's/individuals/export houses/end users for obtaining distributorship/dealership/direct buying for various lac value added products.</p> <p>Products include seedlac, button lac, bleached shellac cake, handmade shellac, aleuritic acid, lac dye etc.</p> <p>For detailed Eol documents, application format, other terms and conditions, etc. visit the following website: www.jharkhandindustry.gov.in</p> <p>Last date of submission of Eol: 45 days from the date of publication of this notice.</p> <p>Queries regarding the Eol if any shall be entertained by email/at office premises for 15 days from the date of publication of this notice. E-mail: contact@cmlaghukutir.com</p> <p>The Board reserves the right to withdraw/amend the Eol without any notice.</p>		
 7.6.18 (Chief Executive Officer)		
<p>Contact Detail : Mukhyamantri Laghu evam Kutir udyam Vikas Board 4th Floor, Udyog Bhawan, Ratu Road, Ranchi – 834001 (Jharkhand) Phone: 9102368888, 9102424444</p>		