

# THE FERTILISERS AND CHEMICALS TRAVANCORE LIMITED

CORPORATE MATERIALS  
(RAW MATERIALS PURCHASE)

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MAT-RM-A-PQV-2024

28/05/2024

## **Pre-qualification of vendors for supply of Anhydrous Ammonia**

The Fertilisers And Chemicals Travancore Limited (FACT) is a Government of India enterprise, located in Cochin, India and is engaged in the production of nitrogenous and phosphatic fertilizers. FACT requires about 50,000 - 2,75,000 MT of Anhydrous Ammonia per annum. Procurements will be in bulk shipments.

Applications are invited for pre-qualification of vendors for supply of Anhydrous Ammonia as above. Specifications and pre-qualification criteria enclosed as Annexure A & B respectively.

Producers / Traders who can supply Anhydrous Ammonia meeting the specifications and who meet the pre-qualification criteria as above, may submit application for pre-qualification in the prescribed format as per Annexure C (Questionnaire for Pre-qualification of vendors for supply of Anhydrous Ammonia) and Annexure D (Details of previous supplies). Application shall contain all details and documents called for in Annexures C & D.

Applications for pre-qualification as per the proforma specified, duly completed in all respects and attaching all the required supporting documents shall be submitted..

Applications for pre-qualification shall be sent by email to [nikhilkumar@factltd.com](mailto:nikhilkumar@factltd.com) / [shima@factltd.com](mailto:shima@factltd.com) / [sivaram@factltd.com](mailto:sivaram@factltd.com)

### **Special Note:**

I. Any bidder from a country which shares a land border with India will be eligible to bid in this tender only if the bidder is registered with the Competent Authority as specified in Annexure I of Order No. 7/10/2021-PPD (1) dated 23.02.2023 of Ministry of Finance, Department of Expenditure, Public Procurement Division, Govt. of India. If registered with Competent Authority as above a copy of registration certificate shall be furnished along with the bid failing which the bid shall be rejected.

II. "Bidder" (including the term "tenderer", "consultant" or "service provider" in certain contexts) means any person or firm or company, including any member of a consortium or joint venture (that is an association of several persons, or firms or companies), every artificial juridical person not falling in any of the descriptions of bidders stated hereinbefore, including any agency branch or office controlled by such person, participating in a procurement process.

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III. "Bidder from a country which shares a land border with India" for the purpose of this Order means:- a. An entity incorporated, established or registered in such a country; or b. A subsidiary of an entity incorporated, established or registered in such a country; or c. An entity substantially controlled through entities incorporated, established or registered in such a country; or d. An entity whose beneficial owner is situated in such a country; or e. An Indian (or other) agent of such an entity or f. A natural person who is a citizen of such a country; or g. A Consortium or joint venture where any member of the consortium or joint venture falls under any of the above.

IV. The beneficial owner for the purpose of (iii) above will be as under:

1. . In case of a company or Limited Liability Partnership the beneficial owner is the natural person(s), who, whether acting alone or together, or through one or more juridical person, has a controlling ownership interest or who exercises control through other means. Explanation--- a. "Controlling ownership interest" means ownership of or entitlement to more than twenty-five per cent of shares or capital or profits of the company; b. "Control" shall include the right to appoint majority of the directors or to control the management or policy decisions including by virtue of their shareholding or management rights or shareholder's agreements or voting agreements;

2. In case of a partnership firm, the beneficial owner is the natural person(s) who, whether acting alone or together or through one or more juridical person, has ownership of entitlement to more than fifteen percent of capital or profits of the partnership;

3. In case of an unincorporated association or body of individuals, the beneficial owner is the natural person(s), who, whether acting alone or together, or through one or more juridical person, has ownership of or entitlement to more than fifteen percent of the property or capital or profits of such association or body of individuals;

4. Where no natural person is identified under (1) or (2) or (3) above, the beneficial owner is the relevant natural person who holds the position of senior managing official;

5. In case of a trust, the identification of beneficial owners(s) shall include identification of the author of the trust, the trustee, the beneficiaries with fifteen percent or more interest in the trust and any other natural person exercising ultimate effective control over the trust through a chain of control of ownership.

V. An Agent is a person employed to do any act for another, or to represent another in dealings with third person. A person who procures and supplies finished goods from an entity from a country which shares a land border with India will, regardless of the nature of its Legal or Commercial relationship with the producer of the goods, be deemed to be an agent for the purpose of this order. However, a bidder who only procures raw material, components etc. from an entity from the country which shares a land border with India and then manufactures or converts them in to other goods will not be treated as an agent.

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VI. Notwithstanding anything contained herein above, these provisions shall not apply to bidders from those countries (even if sharing a land border with India) to which the Government of India has extended lines of credit or in which the Government of India is engaged in development projects.

Certificate to be submitted by tenderers:

1. "I have read the clause regarding restrictions on procurement from a bidder of a country which shares a land border with India; I certify that this bidder is not from such a country or, if from such a country, has been registered with the Competent Authority. I hereby certify that this bidder fulfills all requirements in this regard and is eligible to be considered. [Where applicable, evidence of valid registration by the Competent Authority shall be attached"]

2. The bidders shall submit a certificate, along with their bid, to the effect that they fully comply with the Order F.No. 7/10/2021-PPD (1) dated 23.02.2023 and subsequent amendment, if any, issued by Ministry of Finance, Department of Expenditure, Public Procurement Division, Government of India. If such a certificate given by a bidder, whose bid is accepted, is found to be false, then this would be a ground for immediate termination and further legal action in accordance with law.

S.Sivaramakrishnan  
Dy. General Manager (Materials) RM

FACT Specification of Ammonia

Product : Liquid Anhydrous ammonia (Fertiliser Grade) fully refrigerated at minus 33 deg.C or below.

Specification

- |   |   |
|---|---|
| i) Ammonia (NH <sub>3</sub> )           | : 99.5% by weight Min.  |
| ii) Moisture                            | : 0.5% by weight Max.   |
| iii) Nitrogen (N <sub>2</sub> )         | : 81.9% by weight Min.  |
| iv) Oil                                 | : 10 ppm by weight Max.   |
| v) Temperature at loading/<br>unloading | : Not warmer than about minus<br>33 degree C.                     |
| vi) Impurities                          | : Negligible and in any case not more<br>than 0.003 grams/100 mls |

Method of Analysis : A.O.A.C.

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**Eligibility criteria**

The Bidder shall be either:

a) Manufacturer of Ammonia, who should have:

i. Facilities to produce at least 50,000 MT Ammonia per annum.

Copy of document (such as Catalogue etc.) showing facilities and quality/analysis report showing all parameters as per FACT specifications of Ammonia, duly attested by the Manufacturer's authorized signatory shall be furnished as documentary evidence.

ii. Experience in supply of atleast one shipment of total quantity, not less than 5000 MT Ammonia on CFR basis during any one of the preceding three years as on the date of submission of offer.

Proof of supplies on CFR basis - BL and any other document if required shall be submitted.

Or

b) Traders;

Traders who have experience in supply of atleast one shipment of not less than total quantity 5000 MT of Ammonia / Benzene / Cyclohexane / Cyclohexanone / LNG / LPG / Crude Oil / Naphtha/ Furnace Oil / Petrol / Diesel / Kerosene Oil / Methanol / Caustic Soda Lye on CFR basis during any one of the preceding three years as on the date of submission of offer.”

Proof of supplies on CFR basis - BL and any other document if required shall be submitted.

Traders who have not supplied Ammonia in bulk to any buyer (inside or outside India) shall also submit the following documents along with their offer:

i. Certificate issued by the Ammonia Manufacturer's Authorized signatory, confirming to back up their offer, with respect to quality and quantity.

ii. Copy of analysis report, showing all parameters as per FACT specifications, duly attested by the Authorized Signatory of the Ammonia Manufacturer

**Note:** All bidders shall furnish the Questionnaire for Bidders (Annexure - C and Annexure - D), duly filled, attaching all supporting documents as required therein.

Annexure C

QUESTIONNAIRE FOR PRE-QUALIFICATION OF VENDORS FOR SUPPLY OF AMMONIA

| <u>Description</u>   | <u>To be filled in by vendor</u> |
|--|----------------------------------|
| 1.1.0 Name of the vendor   |                                  |
| 1.2.0 Full address with PIN code   |                                  |
| 1.3.0 Telephone Numbers  |                                  |
| 1.4.0 E-mail ID  |                                  |
| 1.5.0 Contact Person(s)  |                                  |
| 2.0.0 <b>Company Particulars:</b>  |                                  |
| 2.1.0 Constitution   |                                  |
| 2.2.0 Country in which company is registered                               |                                  |
| 2.3.0 Areas of activity including chartering of vessels                    |                                  |
| 2.4.0 Name and address of Bankers  |                                  |
| 2.5.0 <b>Financial data:</b>   |                                  |
| 2.5.1 Sales turn-over for the last three years                             |                                  |
| 2.5.2 Profit after tax for the last three years                            |                                  |
| 2.5.3 Copy of Audited Balance Sheet/Annual Report for the last three years | (Documents to be enclosed)       |
| 3.0.0 <b>Sourcing particulars:</b>   |                                  |
| 3.1.0 <u>Whether Producer/ Trader</u>                                      |                                  |

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3.2.0 **If Producer:**

3.2.1 Location of Plant of Producer

3.2.2 Annual Production Capacity for Ammonia in each Plant

3.2.3 Quality / Analysis Report of Ammonia produced in each Plant duly attested by the Applicant's Authorized Signatory showing parameters of specification required by us as given in Annexure A. (Document to be enclosed)

3.3.0 **If Trader:**

3.3.1 Name and address of producer from where Ammonia is proposed to be sourced

3.3.2 Annual production capacity of Ammonia in each Plant stated above

3.3.3 Certificate(s) issued by the Ammonia Manufacturer's authorized signatory confirming to back up their offer with respect to quality and quantity (Document to be enclosed)

3.3.4 Copy of Analysis Report of Ammonia produced in each Plant showing parameters of specification as given in Annexure A, duly attested by the Manufacturer's authorized signatory (Documents to be enclosed)

4.0.0 **Loading Port(s) details:**

4.1.0 Name(s) of the loading port(s)

4.2.0 Loading rate(s) of the port(s)

4.3.0 Sailing time from port of loading to Cochin

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- 5.0.0 Third party inspection agency/ agencies to be involved for certifying quality and quantity at load port
- 6.0.0 Documentary evidence for sale of Ammonia / other cargo as per the pre-qualification criteria requirement in India/abroad for the last three years as on the date of submission of bid. (Details to be given as per Annexure-D and documents indicated therein to be enclosed).
- 7.0.0 In case the applicant proposes to operate through his Indian agent or if the applicant is the Indian agent:
- 7.1.0 Indian Agent's Registration Number
- 7.2.0 Permanent Income Tax Account Number
- 7.3.0 Agent's GST No.
- 7.4.0 Nature of commission/remuneration
- 7.5.0 Copy of Terms and Conditions of appointment (Document to be enclosed)
- 8.0.0 **Details of Authorized Signatories:**

|   | Name | Designation |  | Signature |
|---|------|-------------|--|-----------|
| 1 |      |             |  |           |
| 2 |      |             |  |           |
| 3 |      |             |  |           |

- 9.0.0 Any other details:



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Place

Signature

Date

Name

Designation (Authorised Signatory)

Seal

**Notes:**

- 1.0 All requisite information shall be given in the format with reference to the item specified. Where space is insufficient, additional pages may be added with reference to the related paragraph.
- 2.0 Wherever enclosures are specified in the questionnaire, the same shall be enclosed.
- 3.0 **Annexure - D** duly completed also shall be enclosed.
- 4.0 FACT reserves the right to verify any of the statements enclosed along with the Pre-qualification documents. Any additional information/ documents required shall also be furnished. False statement shall disqualify the Applicant.

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Annexure -D

DETAILS OF SUPPLIES:

Details of supplies of Ammonia in bulk or other cargo as per the pre-qualification criteria specified during the last three years as on the date of submission of offer.

| Year                  | Purchase Order No. / Date | Description of Material | Quantity as per Purchase Order | Client | Source / Port of Loading | Date and Quantity as per Invoice / Bill of Lading | Port of Discharge |
|-----------------------|---------------------------|-------------------------|--------------------------------|--------|--------------------------|---|-------------------|
| June 2021 to May 2022 |                           |                         |                                |        |                          |   |                   |
|                       |                           |                         |                                |        |                          |   |                   |
|                       |                           |                         |                                |        |                          |   |                   |
| June 2022 to May 2023 |                           |                         |                                |        |                          |   |                   |
|                       |                           |                         |                                |        |                          |   |                   |
|                       |                           |                         |                                |        |                          |   |                   |
| June 2023 to May 2024 |                           |                         |                                |        |                          |   |                   |
|                       |                           |                         |                                |        |                          |   |                   |
|                       |                           |                         |                                |        |                          |   |                   |

Note: Major orders executed for any Fertiliser/Public Sector Companies in India shall also be included.

Place

Name

Date

Signature

Seal

Designation (Authorized Signatory)

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### Check List of Documents to be enclosed along with Annexure C as applicable:

#### In the case of Producer:

1. Copy of Purchase Order(s)/Agreement(s) in support of Data furnished vide **Annexure- C.**
2. Copy of Invoice(s) and Bill(s) of Lading for the supplies made in respect of the above.
3. Copy of Quality / Analysis Report of Ammonia produced in each Plant, showing parameters of specification as given in **Annexure A.** (FACT Specification of Ammonia).
4. Copy of Audited Balance Sheet/Annual Report for the last three years.

All the above documents shall be duly attested by the Authorised Signatory of the Bidder.

#### In the case of Trader

1. Copy of Purchase Order(s) /Agreement(s) in support of Data furnished in **annexure C.**
2. Copy of Invoice(s), Bill(s) of Lading for the supplies made in respect of the above.
3. Letter(s) issued by the Ammonia Producer's Authorised Signatory, confirming to backup with respect to quality and quantity.
4. Copy of Analysis Report of Ammonia produced in each Plant), showing parameters of specification as given in **Annexure A.** (FACT Specification of Ammonia) duly attested by Authorised Signatory of the manufacturer.
5. Terms and Conditions of Appointment.
6. Copy of Audited Balance Sheet/Annual Report for the last three years.

All the above documents shall be duly attested by the Authorised Signatory of the Bidder.

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ELIGIBILITY FOR SUPPLY OF AMMONIA