

**THE FERTILISERS AND CHEMICALS TRAVANCORE LIMITED**

CORPORATE MATERIALS,  
PETROCHEMICAL DIVISION ADMN. BUILDING  
UDYOGAMANDAL, KOCHI, KERALA, INDIA-683 501  
TEL: 00 91 484 2568623 / 2568233  
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**Global Pre-qualification of vendors for supply of Sulphuric Acid**

The Fertilisers and Chemicals Travancore Limited (FACT) invites applications from Manufacturers/ traders for pre-qualification as vendors for supply of Sulphuric Acid in bulk to FACT. Interested vendors will be given opportunity for discussion at FACT, Kochi. Please visit our website [www.fact.co.in](http://www.fact.co.in) for details.

Dy. General Manager (Materials) RM1

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CORPORATE MATERIALS  
(Raw Materials Purchase)

Petrochemical Division Administrative Bldg.  
Udyogamandal, Kochi - 683 501  
Ph: 91 484 2568623/ 2568233

**Pre-qualification of vendors for supply of Sulphuric Acid**

**ENQUIRY NOTICE**

**ENQUIRY NO. MAT-RM-SA-PQV-2021 DATED 03.08.2021**

Fertilisers And Chemicals Travancore Limited (FACT) is a Government of India enterprise, engaged in the production of nitrogenous and phosphatic fertilizers and intermediary products Sulphuric acid and Phosphoric acid, requires about 2,00,000 MT Sulphuric Acid (98% concentration min.) per annum. Procurements will be in bulk shipments of about 10,000-14,000 MT+/- 5% each. Shipments shall be based on mutually acceptable schedule

Applications are invited for pre-qualification of vendors for supply of Sulphuric Acid as above. Specifications and Pre-qualification Criteria enclosed as Annexure A & B respectively.

Producers/Traders who can supply Sulphuric acid meeting the specifications and who meet the pre-qualification criteria as above, may submit application for prequalification in the prescribed format as per Annexure I (Questionnaire for Pre-qualification of Vendors for supply of Sulphuric Acid) and Annexure II (Details of previous supplies). Application shall contain all details and documents called for in Annexure I & II.

Applications for pre-qualification as above, duly completed in all respects and attaching all the required supporting documents, shall be submitted. Applications received by the due date shall be taken up for processing initially. Applications received subsequent to the above date will be processed as and when received thereafter.

Applications for pre-qualification shall be sent to "Assistant Officer (Administration), FACT Limited, FACT Petrochemical Division Administration Building, Udyogamandal - 683 501, Cochin, Kerala, India".

Applications received by email shall be considered as special case. Applications shall be mailed to following email: [kennedy@factltd.com](mailto:kennedy@factltd.com)/[manju@factltd.com](mailto:manju@factltd.com)

Note: Prospective vendors who apply or intend to apply for pre-qualification against this enquiry will be given opportunity for discussion on the subject to be held at FACT, Udyogamandal, Kochi, India.

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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. 6/18/2019-PPD dated 23.07.2020 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.
- 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 shareholders 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.

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- V. An Agent is a person employed to do any act for another, or to represent another in dealings with third person.
- 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. 6/18/2019-PPD dated 23.07.2020 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

**PURCHASE PREFERENCE:**

FACT reserves the right to allow Purchase Preference to Public Sector Enterprises or any other firms in India as admissible under the existing Government Policy/rules, for procurement of Sulphuric Acid.

**MAKE IN INDIA**

1. Sulphuric Acid procured through shipments is not divisible in nature. For items non divisible in nature, purchase preference shall be applicable only to Class I local suppliers (suppliers or service providers whose goods, services or works offered for procurement has local content equal to or more than 50%) in the manner specified in the latest Revision of Public Procurement (Preference to Make in India) Order no.P-45021/2/2017-PP (BE-II), and amendments thereto, subject to orders issued by Dept. of Fertilisers, Govt. of India.
2. For the purpose of extending purchase preference as in Cl..1 above, margin of purchase preference shall be 20% or as defined in the above Orders, unless specified otherwise in the Enquiry.
3. Class I Local Suppliers quoting within the price band prescribed in 2 above (in ascending order) shall get purchase preference over Non-local supplier as per the following procedure, subject to conditions as mentioned therein.
  - i. Among all qualified bids, the lowest bid will be termed as L1. If L1 is Class I local supplier, the contract will be awarded to L1.

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- ii. If L1 is not Class I local supplier, the lowest bidder among the Class - I local supplier will be invited to match the L1 price subject to Class I local supplier's quoted price falling within the margin of purchase preference as in Cl.2 above, and contract shall be awarded to such Class I local supplier subject to matching the L1 price.
  - iii. In case such lowest eligible Class I local supplier fails to match the L1 price, the Class I local supplier with the next higher bid within the margin of purchase preference as in Cl.2 above, shall be invited to match the L1 price and so on and contract shall be awarded accordingly. In case none of the Class I local supplier within the margin of purchase preference matches the L1 price, the contract may be awarded to the L1 bidder.
  - iv. Class II local supplier will not get purchase preference in any procurement, undertaken by procuring entities.
4. To claim benefits under Make in India Order, the bidder shall provide self-certification or such other certificate(s) as prescribed in the Order, as applicable, that the item offered meets the minimum local content and shall give details of the location(s) at which the local value addition is made. All documents/certificates as per the requirement in this regard may be submitted along with the offer failing which those offers will not be considered for purchase preference under the order referred in cl. 1.
- i. The Class I local supplier at the time of tender, bidding or solicitation shall be required to indicate percentage of local content and provide self-certification that the item offered meets the local content requirement for Class I local supplier. They shall also give details of the location(s) at which the local value addition is made.
  - ii. In cases of procurement for a value in excess of Rs.10.0 Cr, the Class I local supplier shall be required to provide a certificate from the statutory auditor or cost auditor of the company (in case of companies) or from a practicing cost accountant or practicing chartered accountant (in respect of suppliers other than companies) giving the percentage of local content.
  - iii. False declarations will be in breach of the Code of Integrity under Rule 175(1)(i)(h) of the General Financial Rules for which a bidder or its successors can be debarred for upto two years as per Rule 151 (iii) of the General Financial Rules along with such other actions as may be permissible under law.

Due Date for submission of bids: 17.08.2021, 14.30 hrs. IST

R. Satis Kennedy  
Deputy General Manager (Materials)RM1

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**ANNEXURE - A**

Sulphuric Acid of 98% concentration minimum as per IS 266/1977

**SPECIFICATION**

<b>Sl. No.</b>	<b>Components</b>	<b><u>Percentage</u></b>
1	H <sub>2</sub> SO <sub>4</sub>	98% min
2	Residue on Ignition	0.2% max
3	Iron	0.05% max
4	Lead	0.005% max

**Pre-qualification criteria:**

The Vendor shall be either:

**A. Manufacturer of Sulphuric Acid, who should have:**

- (i) Facilities to produce at least 50,000 MT Sulphuric Acid per annum.

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

- (ii) Experience in supply of at least one shipment of 10,000 MT Sulphuric Acid on CFR basis during any of the preceding three years as on the date of submission of offer.

Copies of Purchase Orders/BL's / Invoices for the supplies, duly attested by the authorized signatory shall be furnished as documentary evidence in support of the above.

**Or**

**B. Trader**

- (1) Who has experience in supply of at least one shipment of 10,000 MT Sulphuric Acid or any liquid cargo on CFR basis during the preceding three years as on the date of submission of offer. Copies of Purchase Orders/ B/Ls /Invoices in support of the above are to be furnished.

- (2) Manufacturer's back up as below-

- (i) Certificate issued by the Sulphuric Acid Manufacturer's Authorized signatory, confirming to backup the trader, 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 Sulphuric Acid Manufacturer.

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**QUESTIONNAIRE FOR PRE-QUALIFICATION OF VENDORS FOR SUPPLY OF  
SULPHURIC ACID**

<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 Fax Numbers	
1.6.0 Contact Person(s)	
<b>2.0.0 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	
<b>2.5.0 Financial data:</b>	
2.5.1 Sales turn-over for the last three years	

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2.5.2 Profit after tax for the last three years

**3.0.0 Sourcing particulars:**

3.1.0 **Whether Producer/ Trader**

3.2.0 **If Producer:**

3.2.1 Location of Plant of Producer

3.2.2 Annual Production Capacity for Sulphuric Acid in each Plant

3.2.3 Typical Analysis Report of Sulphuric Acid 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 Sulphuric Acid is proposed to be sourced

3.3.2 Annual production capacity of Sulphuric Acid in each Plant stated above

3.3.3 Letter(s) issued by the Sulphuric Acid Producer's authorized signatory confirming to backup with respect to quality and quantity

**(Document to be enclosed)**

3.3.4 Typical Analysis Report of Sulphuric Acid produced in each Plant showing parameters of specification as given in **Annexure A**, duly attested by the producer's authorized signatory

**(Documents to be enclosed)**

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

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

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

4.3.0 Sailing time from port of loading to Cochin

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 Sulphuric Acid or any other liquid 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- II** 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 Agent's Permanent Income Tax Account Number

7.3.0 Agent's GST No.

7.4.0 Nature of commission/remuneration

7.5.0 Other Terms and Conditions of appointment

8.0.0 **Details of Authorized Signatories:**

	Name	Designation	Signature
1			
2			
3			

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9.0.0 Any other details:

Signature

Name

Designation (Authorized 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 - II**, duly completed also shall be enclosed attaching supporting documents as required..
- 4.0 FACT reserves the right to verify any of the statements enclosed alongwith the Pre-qualification documents. Any additional information/ documents required shall also be furnished. False statement shall disqualify the Applicant.

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**Annexure - II**

**DETAILS OF PREVIOUS SUPPLIES:**

Details of previous supplies of Sulphuric Acid or any other liquid cargo during preceding three years (as required under pre-qualification criteria).

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
2018							
2019							
2020							
2021							

Copy of Purchase Order(s)/Agreement(s) / Bill(s) of Lading / Invoice(s) in support of above shall be furnished.

Name

Date

Signature

Seal

Designation  
(Authorized Signatory)

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