

MAHADHAN AGRITECH LIMITED
100% subsidiary of Deepak Fertilisers and Petrochemicals Corp Limited
Sai Hira, Survey. No. 93, Mundawa Ghorpadi Road,
Mundawa, Pune – 411 036

TENDER NOTICE: For Dealership Cum Ammonium Nitrate (AN) Storage Warehouses -Solids

The Proposals are invited for appointment of Two number of “Ammonium Nitrate Dealers for AN Solids” located in Orissa, near Gopalpur. Each Dealer to set up 5000 MT PESO Licensed Warehouse for storage and handling of Solid Ammonium Nitrate (P3- Licence to Possess for sale of Ammonium Nitrate from a store house exceeding 30MT) in their PESO licensed Premises within 12 Months from the date of LOI.

Sealed Quotations are invited from the Interested Parties from the competent persons who have 5 years’ experience in Ammonium Nitrate / Explosives Handling and financially sound. The detailed RFQ along with Eligibility Criteria is available in our website, <https://www.dfpci.com/tender>.

Interested parties may download the Tender / RFQ document from our website and submit sealed quotations as stipulated in the Tender/ RFQ at the above-mentioned address. Clarifications may be sought from Mr. Prodipta Dutta, General Manager- Supply Chain & Logistics at Pune, Telephone No: 020-6645 8660, Mob NO. 9903912951, Email: prodipta.dutta@dfpci.com

Name of the Contract	Dealership of Ammonium Nitrate for 10 Yrs.
Number of Dealers for AN Solids to be appointed	Two
Location of Warehouses	In Orissa
Category	AN Dealership
Last date of submission of Quotation	30 th Oct-24, upto 1700 hrs.
Place of submission of Quotation	Above mentioned Office address.

INSTRUCTIONS TO THE BIDDER

1.0 TERMS AND CONDITIONS AND SPECIFICATIONS

- i. **Experience:** The dealer should have an experience in Ammonium Nitrate / Explosives Handling for last 5 years. Documentary evidence to this effect to be produced.
- ii. The interested Dealers can submit proposals for one or more of such warehouses at different locations
- iii. The Dealers having owned / identified land will be given preference.
- iv. **Capacity of one AN Solids Warehouse – 5000 MT (AN solids) -** Shall own a Highly Dependable constructed warehouse as per the Ammonium Nitrate Rules 2012, which shall be duly approved by all Statutory Authorities as per the specified guidelines & Adherence to the Rules laid down by the Authorities and subsequent changes incorporated by the Authorities time-to-time. The Warehouse should be admeasuring a minimum 47000 Square feet (i.e., 4370 Square Meters) to store minimum of 5000 MT of Technical Ammonium Nitrate. Approximately around 9-10 acres of land is required to maintain the safety distance of 90 meters around the warehouse.
 - a. The land owned / identified must be a Non-Agriculture Land, the plot shall be designated by the local government or relevant authorities as non-agricultural for various land-use purposes other than farming or agriculture.
 - b. The land acquired for such warehouses should be within a proximity of 4 to 5 KM from the National / State Highways.
 - c. The warehouse shall have all the facilities specified under the Ammonium Nitrate Rules 2012. The Warehouse shall be free from dampness, water leakages and shall have proper electricity, lighting arrester as per the Statutory Guideline (PESO) mounted on the roof top of the warehouse to protect against lightening as per IS 2309, adequate numbers of fire extinguishers and sufficient numbers of surveillance cameras.
 - d. The Warehouse should be at ground level without any mezzanine floor, upper floor or any basement. With the floor (plinth) level not less than 45 CM from ground level and well ventilated.
 - e. The Warehouse should have at least 23 CM thick walls built of brick or stone mortar, or concrete and with roof or RCC or Asbestos or Fiber or G I Sheet.
 - f. The Warehouse should have enough doors made of steel of minimum 3 mm thick and opening outward.
 - g. The Warehouse shall be surrounded by a wall of at least two (2) Mtr height of such strength and construction as to effectively prevent entry of unauthorized persons.

- h. All flooring in AN Warehouse and handling area shall be without open drains, traps, pits or pocket into which any molten Ammonium Nitrate is able to flow and be confined in the event of fire and the Ammonium Nitrate storage sheds.
 - i. Warehouses storing Ammonium Nitrate should be equipped with a sprinkler system.
 - j. The Warehouse shall conform to the requirement of insurance, permission to store Ammonium Nitrate security and other statutory regulations during the tenure of this Agreement.
 - k. The Warehouse used for possession or sale or possession for use of Technical Ammonium Nitrate shall have a floor area not less than one square meter per 2.50 Metric Ton of Ammonium Nitrate and the Warehouse total holding capacity shall not exceed 5000 MT storage: provided that one sack of bagged Technical Ammonium Nitrate shall not exceed 500 MT and a minimum clearance of 2 Mtrs shall be maintained between two adjacent stacks and at least 0.60 Mtrs wide gangway shall be maintained between the stacks and the walls of the storehouse: provided further that the maximum stack height shall not exceed 4.00 Mtrs from the floor level and same shall be prominently marked on the walls of the storehouse.
- v. Licensing P3-SALE and P4-TRANSPORT** - The Dealer will be responsible to ensure that the necessary P3-SALE licenses and P4 License for onward Transportation are obtained for storage and sales of Ammonium Nitrate as per the statutory requirements. They should ensure that all necessary permissions / licenses for carrying on the business are obtained and valid during the tenure of this agreement and store the Ammonium Nitrate as provided under the Rules.
- vi. Land ownership** – clear land ownership without any encumbrance – The dealer require acquire the land required for construction of 5000 MT Warehouse for storing of the Ammonium Solids under a single license premises. In addition to the construction area the dealer also needs to acquire additional land for as per the guideline of the PESO. The land should be owned by the dealer without any encumbrance. The premises should be located near to Gopalpur and land will be verified by the MAL team in respect to location, compliance and logistic viability.
- vii. Investment required** – The dealer should be capable of arranging the investment required for acquisition of Land, construction of warehouses and silos as per the guideline provided in Ammonium Nitrate Rule 2012. PESO, Local Statutory bodies and the requirement described above. (Point 1 (i) a-k). Documentary evidence to support this to be provided.
- viii. Warehouse Management**
- a. The Dealer shall bear and pay the electricity and water charges and municipal taxes in respect of the said Warehouse as mentioned.
 - b. Shall have an office with table, telephone (land line), computer with broad band connection, printer scanner and power back-up round the clock security.
 - c. Shall employ at his cost the following mandatory manpower to assists in its Business:

- i. Warehouse Manager - 1 Number for all operations associated with handling, storage, transport, and use of Ammonium Nitrate in any building or part thereof. The persons so employed should be well conversant with the process thereof and the hazards connected therewith and the provision of these rules
- ii. Warehouse Supervisor – 2 Numbers
- iii. Clerk – 1 Number
- iv. Accountant – 1 Number
- v. Security Guards – 4 Numbers nos
- vi. Cleaner – 1 Number

The Dealer shall engage only such authorized Manpower, whose antecedents have been verified by the local police and a list of such authorized representatives along with all personal particulars shall be made available to the local police in advance to carry out the verification. Re verification of such representatives shall be carried out at regular intervals, once in 5 years.

- d. The Dealer Shall deploy at his cost adequate Security personnel to ensure the Safety and Security of the material stored. Such security personnel to be engaged through third party professional security service providers. The security guards shall be of such strength as the district authority may consider it to be sufficient. Local administration has been assigned the responsibility to review every six months as per Ammonium Nitrate Amendment Rules 2021.
 - e. The Dealer shall install night vision surveillance cameras (one each in the Loading and Unloading bays Unloading and Loading Bay of the warehouses must be equipped with Cameras in order to ensure that the unloading and loading operations from the vehicles (trucks) are captured in full, 2 numbers inside the warehouse, minimum 1 camera to on each side of the warehouse building and one on the main entry gate). With a display unit at security cabin and camera recording should be retained for a minimum period of 45 days.
 - f. The Dealer should ensure that all outward Ammonium Nitrate movement of vehicles are tracked through GPS as per Ammonium Nitrate Rules CHAPTER V- PROVISION FOR TRANSPORT OF AMMONIUM NITRATE para 9. GPS.
 - g. The Consignment Agent to ensure that every bag received and dispatched (sold) should be scanned and the data on online basis in company's SAP system.
- ix. **Safety:** The dealer to have detailed safety management plan as per the guideline provided under Ammonium Nitrate Rule 2012.
 - x. **Goods Insurance:** The Warehouse shall conform to the requirement of insurance, and Dealer to take appropriate insurance for the goods, value of the goods will be communicated by MAL
 - xi. Warehouse to have capability to handle (loading & unloading) 25Kgs, 50 Kgs and Jumbo Bags of 1 MT and 1.2 MT capacity along with requisite pallets and mechanized system (flame-proof forklift) for handling.

- xii. **Transportation:** The onward transportation from the warehouse to be arranged by the Dealers against their P4 License. The rates and terms of conditions for such transportation to be finalized by the Central Commercial Team of Mahadhan Agritech Limited and reimbursement will be done accordingly by the Company.

2.0 FINANCIAL

- i. **Net Worth of Business** – The Dealer needs to provide a Net Worth of his Business duly certified by a Chartered Accountant providing the details of the Book Value of his business. The Audited Balance Sheet of the Business for the last three years needs to be submitted.
- ii. **Profit and Loss Account** – The Dealer needs to provide the audited Profit and Loss account of the Business for the last 3 years.
- iii. **Valid GST Compliance** - Regarding Goods and Services tax (GST) the Dealer should register with the local Goods and Services tax (GST) authorities and follow the prescribed Goods and Services tax (GST) procedures. The Dealer shall be responsible for all related statutory compliance.

The Dealer shall submit the working of Goods and Services tax (GST) liability on monthly basis to the Company. While calculating GST liability, the Dealer shall avail the input tax credit and pay GST on the liability arising after the input tax credit on or before the due date. The Dealer shall provide the Company the copy of tax payment declaration on monthly basis during the last week of every month to the effect that the GST amount is duly paid, along with a copy of the challan, GST Return filed. The company will reimburse the GST payable amount to the, in case of difference in the amount of transaction value sold to the customer against submission of the necessary (working sheet) proof of GST duty payments.

- iv. **Valid PAN Card:** The Dealer shall submit a copy of the Valid PAN Card issued by the Income Tax Authority in name of the Company / Firm
- v. **Valid IT Returns:** The Dealer needs to provide the Income Tax Return of the Business for the last 3 years.
- vi. **Bank Account:** The dealer to open a separate bank account for processing of MAL related transaction with an auto sweep facility.
- viii. **Bank Guarantee:** The Dealer require to provide a Bank Guarantee for a value equivalent to 21 days of sales.
- ix. **MAL shall have the right to audit the dealer operations in terms of compliance, safety, financials etc.**

3.0 Project Timeline

The details of the project timelines are is provided below:

Project	Timeline of AN Solids Warehouse	
Location	Odisha	
S. No.	Activity	Timeline
1	LOI to be awarded from MAL after the Negotiation	15-Dec-24
2	Land identification & vetted by MAL Officials	15 th January 2025
3	Land Purchase	28 th Feb 2025
4	NOC from DM, Construction approval from PESO & Construction of Warehouse as per AN Rules	30 th Sept 2025
5	Licensed Warehouse to be in operation	31 st Oct 2025

4.0 LIQUIDATED DAMAGE

In case of any delay in completion of the warehouse and commencement of operation from the timeline provided above, a penalty of Rs 50 Lakhs will be imposed every month basis in delay of License warehouse in operation.

MAL reserves the right to impose / waive any such penalty.

5.0 RATE QUOTATION

The interested Dealers are requested to quote rates on Per / MT basis, based on the annual volume.

DEALERSHIP RATE QUOTATION		
VOLUME SLABS (MT/ANNUM)	COMMISSION RATES (RS / MT)	RATE IN WORD
BELOW 10,000 MT		
10,001 MT to 20,000 MT		
20,001 MT to 30,000 MT		
30,001 MT to 40,000 MT		
40,001 MT to 50,000 MT		
50,001 MT to 60,000 MT		
60,001 MT to 70,000 MT		
70,001 MT to 80,000 MT		
80,001 MT to 90,000 MT		
90,001 MT to 100,000 MT		
100,001 MT to 110,000 MT		
110,001 MT to 120,000 MT		
120,001 MT to 130,000 MT		
130,001 MT to 140,000 MT		
140,001 MT to 150,000 MT		
Above 150,001 MT		