

C.I/U.1/80-81/ 167

15 MARCH 81

The Regional Director
United Nations Children's Fund
11, Jor Bagh, NEW DELHI

Dear Sir,

Bid for supply of India Mark II Deep Well
hand pumps, accessories and spares.

1. Your Invitation to Bid No.B-007/81
dated 4th February 1981.
2. Your letter No.PS.B-007/81 (656) dated
28th February 1981.

Enclosed please find our bid in duplicate for the
supply of India Mark II deep well hand pumps, acces-
sories and spares, duly completed in all aspects and
signed.

We commit to supply 15,900 pumps (fifteen thousand
pumps only) per year based on the capacity of our
group of Industries viz. M/s.Central India Engineer-
ing Co, M/s.Meera Industries, M/s.Gurudev Engineering
Co and M/s.Soham Engineering Corporation, as assessed
by M/s.Crown Agents, Bangalore. At present the
assessed capacity of our group is 2,300 pumps per
month on single shift basis which will increase upto
3000 pumps per month with the addition of new machineries
and premises etc.

Considering the above, we would like to have a firm
commitment from UNICEF for a fixed quantity of pumps
and accessories for a period of one year to enable us
to register our order with our Bankers for financial
arrangements and with the various Governmental agencies
for allotment of raw materials like steel etc., in
advance.

We prefer UNICEF placing orders with us for physical
exports and if such orders are placed with us, we shall

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part with the presently available cash assistance of 7.5% to UNICEF as long as the same is applicable and the percentage made available at different times during the currency of the order.

not necessary
If it is not possible to place orders with us only for physical exports, we shall accept orders for your inland aid projects and in this case no cash assistance is available at present and as such we cannot part with any percentage to UNICEF.

We have quoted two different rates for physical exports:-

- 1) Ex.our Works (duly packed as per export requirements)
- 2) F.O.B. Bombay/Madras Ports, India.

In case our Ex. works prices are considered for placing your orders, the shipping documents i.e. Bill of lading, customs clearance etc., from India should be in our favour to enable us to claim the Export Incentives and also UNICEF should provide us with a No Objection Certificate to the effect that they have not claimed any export incentives from the Government of India pertaining to the transaction.

In case our F.O.B. prices are considered for placing your orders, insurance for 120% value of the goods should be done by you at your cost from warehouse to warehouse at the port town after we hand over the goods to the nominated shipping agents.

Our rates for inland supply are ⁹F.O.R. Hyderabad. In this case the goods will be packed as per instructions given in IS:9301/1979.

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Payment Terms

I. For Physical Exports

Payment in full should be made in free foreign exchange at the U.N. rate of exchange prevailing at the time of payment equivalent to the Indian Rupee price quoted by us. In case of Ex. works orders such payment should be made against strength of inspection whereas in the case of F.O.B. orders the payment in full should be made against proof of handing over the goods to the nominated shipping agent.

II. For inland supply

Payment in full should be made in free foreign exchange at the U.N. rate of exchange prevailing at the time of payment equivalent to the Indian Rupee price quoted by us, against the strength of inspection and proof of despatch from our Works.

Exemption Certificate

UNICEF should provide necessary exemption certificates in regard to sales tax, octroi etc.

Galvanising of pump, components

Please note that we have quoted for galvanised pump as per IS 9301/1979 incorporating the latest amendments but our quotation does not include any painting other than anti-corrosive painting required to be done at the non-galvanised portions of the pedestal and handle.

Over the galvanised pump, if painting is necessary, we shall do the same at extra costs as shown below:-

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|--|--|
| i) One coat of special primer, one coat of surfacer and one coat of hammertone paint on the exterior surfaces. | { Rs. 80-00 per pump (Rs. eighty-- only) |
| ii) One coat of epoxy primer and one coat of epoxy paint in the interior surface of head | { Rs. 16-00 per head (Rs. sixteen-- only). |

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Spare Parts

Our quotation for spare parts is based on the items and quantity mentioned in your letter No. PS.B-007/81 (656) dated 28th February 1981.

All nuts and washers will be electrogalvanised, zinc passivated. The high tensile anchor bolt M.10 x 1.5 x 40 mm will not be galvanised. Axle, chain with coupling and spacer will not be galvanised. The ball bearings will conform to the relevant Indian Standards Specifications.

Delivery

We shall supply 3,750 pumps per quarter in total, in batches of 1000 to 1500 per month.

Guarantee

All our products are guaranteed against defective material/workmanship as prescribed in IS:9301/1979.

Validity

Our Bid is valid for a period of thirty days from the date of its opening, for acceptance.

On receipt of letter of your accepting our Bid, we shall keep our prices firm for a period of one year from the date of opening of bid, for the quantities quoted by us.

We are prepared to enter into a supply contract for a total period of 2 years i.e. for 15,000 pumps in the 1st year and another 15,000 pumps in the second year provided the prices are reviewed at the commencement of 2nd year and again after another 6 months and price variation allowed as warranted by the market conditions and the policies of the various Government Departments/Ministries.

Inspection

We are agreeable for inspection of our products at our works before despatch, by any agency nominated by UNICEF. Charges thereof shall however be borne by UNICEF.

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Brand of products

We shall supply our products under the brand name of "MEERA-CIECO".

Metal Decals

We are agreeable to provide and fix metal identification decals as mentioned in your letter PS 93.2 (625) of 2nd March 81.

Force Majeur

Our entire offer is subject to force majeure conditions such as non-availability of power; strikes, wars, port congestions; accidents and other acts of Government, God which are all beyond our control.

We request that UNICEF shall provide us with necessary certificates/letters etc., which we may be required from time to time in connection with the execution of your order, for submission to the various Government Departments/Ministries.

We shall be glad to furnish any further information/clarifications, in connection with this bid on hearing from you.

CASH DISCOUNT

We shall allow a Cash Discount of 0.25% (1/4%) on quoted prices, provided the payment in full is made within seven ~~days~~ calendar days from receipt of documents.

Thanking you and assuring you of our best services,

Yours faithfully,
For Central India Engineering Co.

Partner.

Enc: Bid in duplicate.