

ANNEXURE – 1
TAMILNADU KHADI AND VILLAGE INDUSTRIES BOARD
PRICE LIST

(Figures in Rupees)

| S. No | item | Sale price | Trade Discount 12% | Price after Trade Discount | 18% GST | selling Price including GST | MRP | Margin | % |
|-------|------------------------------------|------------|--------------------|----------------------------|---------|-----------------------------|-------|--------|------|
| 1 | Kumari (100Gm) | 23.00 | 2.76 | 20.24 | 3.64 | 23.88 | 31.00 | 7.12 | 29.8 |
| 2 | Mooliga (100gm) | 22.00 | 2.64 | 19.36 | 3.48 | 22.84 | 30.00 | 7.16 | 31.3 |
| 3 | Sugandam – Lavender (100gm) | 24.00 | 2.88 | 21.12 | 3.80 | 24.92 | 33.00 | 8.08 | 32.4 |
| 4 | Poigal – Red Sandal (100gm) | 25.00 | 3.00 | 22.00 | 3.96 | 25.96 | 34.00 | 8.04 | 31.0 |
| 5 | Khadi Fragrance Rose (125gm) | 33.00 | - | - | 5.94 | 39.00 | 50.00 | 11.00 | 28.0 |
| 6 | Khadi Fragrance Lavender (125gm) | 33.00 | - | - | 5.94 | 39.00 | 50.00 | 11.00 | 28.0 |
| 7 | Khadi Fragrance (125gm) | 41.00 | - | - | 7.38 | 48.50 | 60.00 | 11.50 | 24.0 |
| 8 | Khadi Fragrance Red Sandal (125gm) | 41.00 | - | - | 7.38 | 48.50 | 60.00 | 11.50 | 24.0 |

Honey

| S. No | item | Sale price | Trade Discount 5% | Price after Trade Discount | 5% GST | selling Price including GST | MRP | Margin | % |
|-------|--------|------------|-------------------|----------------------------|--------|-----------------------------|--------|--------|------|
| 1 | 1 Kg | 319.05 | 15.95 | 303.10 | 15.15 | 318.25 | 395.00 | 76.75 | 24.1 |
| 2 | 500 gm | 171.00 | 8.57 | 162.83 | 8.14 | 171.66 | 215.00 | 44.00 | 25.7 |
| 3 | 250 gm | 95.20 | 4.76 | 90.44 | 4.52 | 95.00 | 120.00 | 25.00 | 26.3 |

SHAMPOO & LIQUID SOAP

| S. No | item | Sale price | Trade Discount 5% | Price after Trade Discount | 18% GST | selling Price including GST | MRP | Margin | % |
|-------|-------------------|------------|-------------------|----------------------------|---------|-----------------------------|--------|--------|------|
| 1 | Shampoo (100ml) | 65.00 | 3.25 | 61.75 | 11.11 | 72.86 | 90.00 | 17.14 | 23.5 |
| 2 | Shampoo (200ml) | 110.00 | 5.50 | 104.50 | 18.81 | 123.31 | 155.00 | 31.69 | 25.7 |
| 3 | Hand wash (250ml) | 95.00 | 4.75 | 90.25 | 16.24 | 106.49 | 135.00 | 28.51 | 26.7 |
| 4 | Body wash (200ml) | 100.00 | 5.00 | 95.00 | 17.10 | 112.10 | 140.00 | 27.90 | 24.9 |

PALM PRODUCTS

| | | | | | | | | | |
|---|---------------------|--------|---|--------|---|--------|--------|-------|----|
| 1 | Palm Jaggery – 1Kg | 380.00 | - | 380.00 | - | 380.00 | 460.00 | 80.00 | 20 |
| 2 | Palm Jaggery – ½ Kg | 190.00 | - | 190.00 | - | 190.00 | 230.00 | 40.00 | 20 |

Additional Incentives

1. Handling Incentive of 2 Nos of the Product will be given free of cost for every 50 Nos Procured.
2. The Dealer is eligible for Maximum claim of 2% on the Turnover (based on Selling Value) towards return of Products.

EOI No:TNKVIB/2021-22/SST/002



**TAMILNADU KHADI AND VILLAGE INDUSTRIES BOARD
(TNKVIB)**

INVITATION FOR EXPRESSION OF INTEREST (EOI)

FOR

WHOLE SALE DEALERS

Contents:

1. About us
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1. About us –

TAMILNADU KHADI AND VILLAGE INDUSTRIES BOARD (TNKVIB)

The Tamilnadu Khadi and Village Industries Board was formed in April 1960 under the Tamilnadu Khadi and Village Industries Board Act, 1959. The Tamil Nadu Khadi and Village Industries Board's activities are divided into two major areas viz "Khadi" and "Village Industries".

Village Industries:

The board has been promoting various trades like Carpentry and Blacksmith, Leather goods, Soap making, Handmade Paper, Pottery, Bee keeping and Pooja products. The Board is also taking continuous efforts to promote and market these products through Government, Quasi Government, Public Distribution System and other retail outlets throughout the State.

2. Purpose of EOI–

The purpose of this EOI is to grant access to Distributors/Wholesalers/Retails/Super-stockists to sell Village industry products manufactured by Khadi board.

Product Category:

1. Soap and Cleansing Products:



There are 12 soap units functioning under the control of the Board. Out of which, 7 are bathing soap units, 2 are detergent soap units, 2 are washing soap units and one Liquid soap cum Shampoo unit. Neem, Sandal, Glycerine, Mooligai, Carbolic, Kumari (Exotic), Lavender & Red Sandal are the varieties of soaps being manufactured in the bathing soap units. The Kumari bathing soap which contain Aloevera gel has good market potential. Recently the board has introduced coconut based bath soaps in the name of Khadi fragrance in four flavours in Rose, Lavender Sandal and Red Sandal. Ezil Body wash, Saara Shampoo

and Vaigai liquid handwash are the other cleaning products offered by Khadi.

2. Honey:



About 2,000 Beekeepers and 10,000 Bee farmers are engaged in Beekeeping activities in Kanyakumari District. The raw honey procured from the Bee Farmers is processed at Amsi Honey processing unit and processed honey is sold through the Board's Khadi kraft sales outlets with "Agmark" certification to ensure the quality.

3. Health care product



Sugapriya is one of the best remedy for all sorts of muscular & joint pains. The product is made of Menthol, Eucalyptus Oil, Camphor, Methyl Salicylate and Turpentine which are the best traditional remedy for muscular and joint pains.

4. Pooja Items



The Khadi Kraft sells the Pooja items such as Agarbathis , Premium Sambrani , Cup Sambrani and Pooja Powder with one of the best in class fragrance. They are the traditional products of the Khadi Kraft and marketed by Khadi Kraft for decades.

5. Palm Products:



Palm is one of the best food with great medicinal values. Khadi offers various Palm products such as Jaggery, Candy, Toffee, Sukku coffee powder which are being sold through Khadi Kraft and Palm Kraft shops to the customers throughout TamilNadu.

Table showing Region wise Expected sale products:

| S.No | REGION | EXPECTED SALES VOLUME (in Lakhs) |
|------|-----------|----------------------------------|
| 1 | THIRUPUR | 221.00 |
| 2 | SALEM | 68.00 |
| 3 | TRICHY | 254.00 |
| 4 | THANJAVUR | 42.00 |

| | | |
|---|-------------|--------|
| 5 | VILLUPURAM | 24.00 |
| 6 | VELLORE | 492.00 |
| 7 | MADURAI | 110.00 |
| 8 | TIRUNELVELI | 319.00 |
| 9 | CHENNAI | 470.00 |

3. Eligibility Criteria –

3.1 A whole sale dealer having adequate experience in Marketing and Selling of FMCG Products. Will be given preference. However to encourage Entrepreneurship of Youth, the criteria can be exempted for the start ups.

3.2 The applicant must possess valid GSTIN.

3.3 The Applicant must have a Turnover of Rs.1.00 Crores in any of the preceding 3 years. However to encourage Entrepreneurship of Youth, the criteria can be exempted for the start ups.

3.4 The applicant is allowed to apply for the regions as mentioned in **Annexure B**.

3.5 One wholesale dealer can apply for maximum of two regions only.

4. Documents required to be submitted:

1. Copy of Audited Balance sheet, Statement of Profit and Loss for previous **3 Financial Years**.
2. Copy of Income tax returns filed during last **3 Financial Years** should be submitted.
3. Copy of GST Registration and latest GST Filing table downloaded from GST Portal.
4. Copy of PAN, Trade license, FSSAI, MSME or other equivalent certificate.
5. Copy of Memorandum and Articles of Association of Company, Certificate of Incorporation (in case of company), Partnership Deed (in case of Partnership firm and LLP).
6. List of the directors, partners/proprietors along with Copies of Identity proof and passport sized photographs of the respective Directors/Partners/Proprietors
7. Board Resolution/ Letter from partners authorizing all or any one of the Director/Partners to sign the documents
8. Dealership Certificate, Franchise Agreement etc (if any) showing that the party has experience in the business of FMCG products.
9. Ownership/Rent/Lease proof of premises where goods will be stored (Such as Property tax receipts / EB receipts / Rental Agreement etc).
10. Duly Signed copy of EOI as a token of acceptance of all the terms and conditions. (All the pages of the EOI needs to be signed with the seal)

5. Terms and Conditions:

1. The Applicant should not have been declared/Blacklisted/banned from doing business and participating in tenders by any Government (Centre or State) for the distribution of Goods in India or abroad on the date of empanelment. In case of submission of false declaration (Found at any storage), such distributor shall be disqualified, his security amount will be forfeited and blacklisted for 3Yearsto participate in any tenders of Tamilnadu Khadi and Village Industries Board .
2. The Applicant may also be asked to furnish additional information /confirmation in connection with verification of the documents submitted by the Applicant, if deemed necessary, at the sole discretion of Tamilnadu Khadi and Village Industries Board .
3. The empanelled whole saledealer shall ensure compliance of all the Government regulations, policies, guidelines, orders, conventions etc., in force related to any or all the activities covered in the contract.
4. The whole sale dealer shall give a declaration that the whole sale dealer and/or any of its Members of Board of Directors and/or its promoters do not have any crossholding/shareholding directly and/or indirectly in any manner whatsoever in the other provisionally selected whole sale dealer for empanelment(**Annexure C**)
5. All documents submitted in response to this "Expression of Interest" shall become the property of Tamilnadu Khadi and Village Industries Board upon submission.
6. The applicant must have adequate storage facilitiesfor proper storage of goods.
7. Multiple Applicant(s) having same address or contact details would be rejected.
8. Prospective whole sale dealerwho qualifies as empanelledwhole sale dealer toTamilnadu Khadi and Village Industries Board would be individually notified after the evaluation process of empanelment is completed.
9. The above terms and conditions shall have to be considered by the Applicant in totality and the pre-qualification bid containing incomplete documents & not complying with the above conditions shall be rejected.
10. Any Applications received after the Due Date and time will be rejected.
11. In case of receipt of more than one EOI per region, the Wholesale dealership will be allotted district-wise as per the discretion of the TNKVIB.
12. In case of receipt of more than one EOI for the same district, the TNKVIB reserves the right of allotment.
13. The TKVIB reserves the right to allot a particular product line / products to the start ups based on the evaluation.
14. The TNKVIB reserves its rights to terminate the dealer ship after giving notice and personal hearing to the whole sale dealer, if the TNKVIB of the opinion that the performance of the whole sale dealer is not up to the requirements.
15. The successful whole sale dealer shall make a interest free caution deposit Rs.1 Lakh per region (or) Rs.50,000/-per district, which will be returned on expiry/termination of dealership.

16. Review of Applications and Renewal:

- A. Tamilnadu Khadi and Village Industries Board reserve the rights to accept or reject application without assigning any reason.

- B. Tamilnadu Khadi and Village Industries Board reserve the right to change its Dealership policy without assigning any reason.
- C. Tamilnadu Khadi and Village Industries Board reserve the right to negotiate on the EOI terms as per the Dealership policy of Khadi board.
- D. Tamilnadu Khadi and Village Industries Board reserve all rights to withdraw the Invitation of EOI without assigning any reason.

Format for 'EXPRESSION OF INTEREST' Letter (To Be printed in the Letter head)

To,

The Chief Executive Officer,
Tamilnadu Khadi and Village Industries Board.
"Kuralagam Building", 5th Floor,
No.9 Esplanade Road, Esplanade,
Chennai – 600 104.

Sub: Expression of Interest (EOI) for Registration as '**Whole sale dealer**' under Tamilnadu Khadi and Village Industries Board.

Dear Sir,

With reference to the mentioned subject, we are interested to act as '**Whole sale dealer**' under your brand for the _____ region and I / we on behalf of the consortium hereby submit this Expression of Interest with the requested information in Annexure A, Annexure B, Annexure C attached for the captioned EOI. We confirm that we have understood and thereby agree to abide unconditionally by all the requirements as set out by Tamilnadu Khadi and Village Industries Board.

We further affirm that all the eligibility criteria have been fulfilled and the documents submitted are True and Correct. We are fully aware that in case of submission of False information / Misinformation, our EOI is liable to be declined.

Product Preference:

- 1. **All Products**
- 2. **Specific Products**

If you select **2**, please attach the list of products, you wish to do business.

Yours Faithfully,

(Signature with Seal) _____

(Full Name) _____

(Designation) _____

Annexure A: Dealer Detail:

| | |
|---------------------------------------|--|
| Dealer Name: | |
| Contact Person Name: | |
| Designation | |
| Contact No.: | |
| E Mail ID | |
| GST No.: | |
| PAN | |
| FSSAI Licence No: | |
| Other Licences: | |
| Date of Incorporation: | |
| Principal Place of Business (Address) | |
| No. of Branches | |
| Address of the Branches | |

AnnexureB. Region details:

The following are the regions in where invitation is open for expression of interest for dealership and sale of FMCG products:

| S.No | REGION | DISTRICTS FALLING UNDER THE REGION |
|-------------|--------------------------|---|
| 1 | TIRUPUR REGION | Tirupur |
| | | Coimbatore |
| | | Erode |
| | | Nilgiris |
| 2 | SALEM REGION | Salem, |
| | | Namakkal |
| | | Dharmapuri |
| | | Krishnagiri |
| 3 | TRICHY REGION | Trichy |
| | | Ariyalur |
| | | Perambalur |
| | | Karur |
| | | Dindigul |
| | | Pudukottai |
| 4 | THANJAVUR REGION | Thanjavur |
| | | Tiruvarur |
| | | Nagapattinam |
| | | Myladudurai |
| 5 | VILLUPURAM REGION | Cuddalore |
| | | Villupuram |
| | | Kallakurichi |

| | | |
|----------|---------------------------|---------------|
| 6 | VELLORE REGION | Tiruvanamalai |
| | | Vellore |
| | | Tirupathur |
| | | Ranipettai |
| 7 | MADURAI REGION | Madurai |
| | | Ramnad |
| | | Virudhunagar |
| | | Sivagangai |
| | | Theni |
| 8 | TIRUNELVELI REGION | Tirunelveli |
| | | Tenkasi |
| | | Tuticorin |
| | | Nagercoil |
| 9 | CHENNAI REGION | Chennai |
| | | Tiruvallur |
| | | Kancheepuram |
| | | Chengalpattu |

Annexure C.Format forletter of Declaration(To Be printed in the Letter head)

To,

The Chief Executive Officer,
Tamilnadu Khadi and Village Industries Board,
"Kuralagam Building", 5th Floor,
No.9 Esplanade Road, Esplanade,
Chennai – 600 104.

Sir,

Sub: Declaration for having no personal interest with the Company- reg

Ref:Tender No:TNKVIB/2021-22/SST/002

We hereby declare that our proprietor or any of the partners of the partnership firm/LLP, or any of the Directors of the company have no relationship within the meaning of Section 2(77) of Companies Act, 2013 with any of the Employees/Directors of Tamilnadu Khadi and Village Industries Board, Chennai.

This is for your kind information.

Thanking you,

Yours Faithfully,