

**UJJAIN SAHAKARI DUGDH SANGH MARYADIT, UJJAIN  
MAKSI ROAD, UJJAIN (M.P)**

**Phone No. 0734-2527061, Email: udsplant@yahoo.com**

Reference No. USDS/1043/2021

Date : 08.03.2021

**E-TENDER. FOR CONVERSION OF  
SURPLUS MILK INTO WMP, SMP AND WHITE BUTTER**

Online tenders are invited by Ujjain Sahakari Dugdh Sangh Maryadit, Ujjain for conversion of available surplus skim/whole milk into Whole Milk powder, Skimmed Milk Powder and pasteurized White Butter on work-charge basis. Dairy Plants having adequate milk conversion facilities & additional capacity may submit their rate offer on-line at <https://www.mptenders.gov.in> with complete technical details including existing product manufacture facilities, rates etc., thus strictly adhering to the details prescribed in the tender document.

The cost of tender documents is Rs 1000/- (Rupees One Thousand Only).

The tender document can be obtained from the site of M.P e-procurement <https://www.mptenders.gov.in> on remitting online payment. The details relating to the tender can also be referred at MPCDF website [www.sanchidairy.com](http://www.sanchidairy.com)

**Key Information**

Last date and time of tender form purchase online	Last date and time of tender bid submission online	Last date and time of technical bid submission (Physically)	Date and time of opening technical bid	Date and time of opening financial bid	EMD required
30.03.2021 2:00PM	30.03.2021 2:00PM	30.03.2021 2:00PM	31.03.2021 3:00PM	01.04.2021 3:00PM	3.00 Lakh Only

Chief Executive Officer

**UJJAIN SAHAKARI DUGDH SANGH MARYADIT, UJJAIN  
MAKSI ROAD, UJJAIN (M.P)**

**Phone No. 0734-2527071, Email: [udsplant@yahoo.com](mailto:udsplant@yahoo.com)**

e-Tender for	<b>Converting surplus skim/whole milk into powder/white butter on work-charge basis</b>
Reference No.	USDS/1043/2021 Date : 08.03.2021
<i>Cost of Tender Form</i>	<b>Rs 1,000.00</b>
Schedule I	General terms & conditions
Schedule II	Item manufacturing specifications
Schedule III	Technical details
Schedule IV	Rate submission format
Last date and time for purchase of tender document	30.03.2021 Time 2:00PM
Last date and time for online submission of tender price bid	30.03.2021 Time 2:00PM
Date and time of opening technical bid	31.03.2021 Time 3:00PM
Date and time of opening financial bid	01.04.2021 Time 3:00PM
(i) Price bid online (mandatory)	(i) Online at <a href="http://www.mptenders.gov.in">www.mptenders.gov.in</a>
(ii) Technical details bid online and also submit physically at in two Envelope A & B	(ii) Office of Ujjain Sahakari Dugdh Sangh Maryadit Maksi Road Ujjain MP 456010
Envelope - A	EMD 3,00,000.00 to be submitted only online scanned photo copy.
Envelope - B	Technical documents to be submitted physically and online
Address for communication	Chief Executive Officer Ujjain Sahakari Dugdh Sangh Maryadit Maksi Road Ujjain MP Telephone No 0734-2527071 E-mail : <a href="mailto:udsplant@yahoo.com">udsplant@yahoo.com</a>

**UJJAIN SAHAKARI DUGDH SANGH MARYADIT, UJJAIN**  
**MAKSI ROAD, UJJAIN (M.P)**  
**Phone No. 0734-2527071, Email: [udsplant@yahoo.com](mailto:udsplant@yahoo.com)**

**SCHEDULE – I**

The Ujjain Sahakari Dugdh Sangh Maryadit invites online tenders (e-tenders) from bonafide manufacturers / association of such manufacturers and their authorized representatives for conversion of surplus milk of Ujjain Sahakari Dugdh Sangh Maryadit Ujjain into Whole milk powder ,Skimmed Milk Powder (SMP) and pasteurized White Butter (WB) on work-charge basis, as per detailed specifications given in the Schedule II of the offer.

The Chief executive Officer Ujjain Sahakari Dugdh Sangh Maryadit reserves the right to accept or reject any or all the offers which in their opinion justify such actions without any explanation to the parties thereof.

**1.0 OFFER SUBMISSION :**

- 1.1 The offers should be submitted online, within the prescribed time & date.
- 1.2 The tenderer will have to submit the technical bid papers online and physically in separate envelopes as below :  
Envelope "A" : Scanned copy for Earnest Money Deposit acknowledgement.  
Envelope "B" : Other Technical Bid papers.  
This two envelopes, after sealing shall then be inserted into a master cover super-scribed with tender reference etc., shall be properly sealed and submitted either in person or sent through speed post / courier services so as to reach this office by the stipulated time.
- 1.3 The rates should be quoted in prescribed format in e-tender through **online only**.
- 1.4 The party should clearly mention in the offer their address,e-mail/ telephone nos. Any change in the address should immediately be notified to the office of MPCDF.
- 1.5 Individuals submitting the offer and other related documents must specify whether he has submitted as in the capacity of
  - a) the sole proprietor of the firm or constituted attorney of such proprietor.
  - b) a partner of the firm, if it is partnership firm, attach partnership deed and Power of Attorney.

**2.0 EARNEST MONEY DEPOSIT (EMD):**

- 2.1 The party shall be required to deposit **EMD of Rs. 3,00,000.00 (Rs. Three Lakh only)** along with the tender submission. The tender shall not be accepted without a valid EMD.
- 2.2 EMD should be paid online in favor of Ujjain Sahakari Dugdh Sangh Maryadit
- 2.3 EMD of successful tenderer will be converted into Security Deposit (SD) and shall be retained till the completion of the tender validity period. No interest will be paid on this security deposit by MPCDF.

- 2.4 EMD of rejected parties gets refunded from pool account of MP TENDERS with no interest.

### 3.0 PRICES:

- 3.1 The rates offered shall be valid for a period of 01 year from the date of tender. Period may be extended for six months from the date of rate approval depending on requirement or as the case be.
- 3.2 The offered price should be firm, clear and free from any escalations during the validity period.
- 3.3 (i) The tenderer should quote rates for **conversion charges** as per Schedule IV format. As per above schedule point no.,4, 5 and 6 are non mandatory and will not be consider for calculation of Lowest price i.e L1.
- (ii) The lowest rate so finalized will be calculated on the basis inclusive of transportation charges of milk from the nearest point of supply and transportation charges of WMP,SMP and pasteurized WB up to concerning dairy plant storage place.
- (iii) The milk may be supplied from the following points based on availability of surplus milk.

Name of Milk Unions	Main dairy Plant / Chilling center/ mini dairy plant

- (iv) Currently the approved milk transportation rate i.e. from the respective milk Union in Rs per KM for tankers, Butter van and SMP &WMP transportation etc. will be included with the per Kg conversion charge of WMP, SMP and white butter to arrive at L1 from destinations indicated in point 3.3 ( iii).
- (v) The total expenses per kg milk conversion cost calculation will be inclusive of per kg transportation of milk + Conversion cost per kg of milk + Lifting cost of finished product which may vary for different locations as indicated in above table. The L1 will primarily be decided on these parameters.
- 1.4 Rates should be quoted strictly adhering to specifications of WMP, SMP and WB and recovery norms of Fat and SNF as given in Schedule –II and quoted rates should be inclusive of all taxes and duties, if any.

### 4.0 INSURANCE:

- 4.1 Necessary transit insurance shall be arranged by the qualified bidder's selected for milk for conversion.

### 5.0 PAYMENT:

- 5.1 The successful tenderer will be required to raise bills towards conversion charges on supplier dairy on fortnightly basis, payment of which will be made within 15 days of their receipt.

- 5.2 Payment shall be made by concerned milk union through RTGS/NEFT. Bank charges towards the above shall be borne by the party itself.

## **6.0 GENERAL TERMS & CONDITIONS:**

- 6.1 The acceptance of the offer and award of the work order shall be the sole right of the chief executive officer, who does not bind herself to accept any offer in whole or in part or reject any or all offers received without assigning any reasons and no explanation can be demanded of the cause of rejection of the offer by any of the tenderer.
- 6.2 Negligence on the part of the tenderer in submission of the offer confers no right to withdraw the offer after it has been opened. If the successful tenderer fails to accept milk and fails to make WMP/SMP/WB within the stipulated period mentioned in work order without any valid reason, then the order shall be treated as cancelled and EMD/SD/bills lying with milk unions would be forfeited and the firm may even be blacklisted, if situation warrants.
- 6.3 The submission of a tender by a party implies that the firm has read the notice and terms and conditions of tender and has made himself fully aware of the scope and specifications of the work to be carried out.
- 6.4 Surplus quantity of the milk from the respective unions will be sent to private party for conversion only when, the existing powder plant capacity of Gwalior and Indore Milk Unions are exhausted or in case of breakdown of existing allocated powder plant. The quantity for milk to be converted depends on the surplus volume of milk available for conversion only. No claim will be accepted in any case due to variation in the quantity of milk to be converted into WB & SMP.
- 6.5 The bidder must have minimum 50,000 ltr. milk per day spare capacity for conversion. For fulfillment of conversion requirement remaining quantity of milk can be provided to other bidder with their consent on the rates of L-I.
- 6.6 No person or firm is permitted to submit more than one offer under different names.
- 6.7 The firm shall not contract or assign (sublet) to any other party or parties the whole or any portions of the offer awarded by Ujjain Sahakari Dugdh Sangh Maryadit
- 6.8 The rate approval will be communicated to affiliated milk unions, with whom the successful tenderer will have to execute an agreement with milk unions based on their surplus quantities of milk. Rates approved to the convertor shall be firm for the contract period. On any account increase / decrease in rates will not be allowed during the contract period.
- 6.9 Conversion plants will ensure hygienic and sanitary condition for storage of SMP and WB on plastic planks/pallets in clean and dry place away from sunlight. The place should be free from dust and pest/rodent environment. The deep freeze to be used for storage of WB should essentially be fumigated prior to its use.
- 6.10 Converted products SMP, WMP and WB will be lifted by respective milk union in 30 days time from the conversion date. The extension of this period can be modified with mutual consent between respective milk union and conversion dairy plant.

- 6.11 The converter should offer the quantity to be converted by them on daily basis to concern dairy plant.

## **7.0 QUALITY CHECKS/PARAMETERS:**

- 7.1 The successful tenderer shall have to carry out job in strict hygienic & sanitary environment conforming to the basic standards laid down under Food Safety & Standards Act 2006 and other rules and regulations prevalent. Violation of any clause of different Acts shall be the sole responsibility of the successful tenderer. The FSSAI license for WB and SMP is mandatory for all the bidders.
- 7.2 WMP & SMP shall have to be manufactured BIS marked and WB as per specifications and recovery norms of Fat and SNF as given in Schedule II of the tender document.
- 7.3 WB manufactured shall be stored in such a way that it should attain a temperature of -18° C. within 10 days from the date of manufacture. At the time of dispatch the body temperature of WB should be -18° C. For every 1° C increase in the temperature of WB will be penalized with Rs.0.05, per Kg.
- 7.4 The successful tenderer shall ensure the availability of all manufacturing and testing facilities at the factory premises and maintain them properly including their calibration and stamping at regular interval to ensure precision testing. Milk is to be tested using a long stem Lactometer at 27°C and formula to be followed for SNF% calculation shall as below :
- (i) In whole milk
- $$\text{SNF\%} = \frac{\text{CLR}}{4} + \text{Fat\%} \times 0.25 + 0.44$$
- (ii) In skim milk
- $$\text{SNF\%} = \frac{\text{CLR}}{4} + \text{Fat\%} \times 0.25 + 0.60$$
- 7.5 WMP and SMP be packed in quantities of 25 kg primarily in bags of food grade polyethylene (see IS 10171) of minimum thickness 0.05 mm. The bags should be properly closed by tying with a string or a rubber band and shall be subsequently encased in secondary outer packing in any of the following:
- a) Sacks conforming to IS 11824 and
  - b) Multi walled Kraft paper, such as crepe Kraft paper bags of not less than 80 GSM grade lined with Hessian cloth having a mass of 270 GSM and having two inner layers of plain Kraft paper of not less than 80 GSM.
- Incase packing material is provided by milk union, no losses in packing material will be accepted.
- 7.6 White Butter be packed in 20 Kg with food grade unprinted PVC liner in corrugated boxes made of 5 ply, each ply should be of 150 GSM with the box bursting strength of minimum 12 kg/sq.cm.
- 7.7 If packaging material is not provided by concerned milk unions, the successful tenderer/conversion plant will have to arrange for packing material as per the given specification and printing materials after securing approval of respective milk unions.

- 7.8 It will be the responsibility of the approved conversion plant to ensure unloading of milk of affiliated milk union immediately on receipt and testing of milk within 3 hours. In case of inordinate delay in unloading of tanker, affiliated milk union may impose penalty in lieu of disruption in working schedule and associated direct or indirect losses.
- 7.9 Conversion plants will ensure the maximum limit of moisture% in WMP and SMP is as per the given specifications. Any increase in moisture%, the affiliated milk union will impose prorata deductions on less SNF in SMP, which will be calculated on the basis of Rs. **290/-** per kg SNF+ Rs 100 per kg as penalty.
- The conversion plant will ensure to supply white butter Fat as per the given recovery norms in case of short receipt of white butter Fat and fat % in WMP , the milk union will impose prorata recovery for the less quantity Fat received, which will be calculated on the basis existing milk purchase rate as per kg fat + Rs. 100 per kg as penalty.
- 7.10 It will be responsibility and liability of conversion milk plants to ensure that WMP, SMP and WB manufactured & supplied to affiliated milk unions is of the same milk received from corresponding milk union. Conversion plant should ensure appropriate coding of batch nos. of WMP, SMP and WB and should keep record of corresponding raw material, i.e. name of source, quantity and quality report so that back tracing of sources of ingredients i.e. raw material used in particular batch should be available at the plant.
- 7.11 The authorized representative of milk union shall inspect the premises in regard to sanitation and hygienic practices, conditions, records regarding the quality of raw milk, quality and manufacture of WMP, SMP and White Butter, packaging materials, packaging practices etc as may be directed by the authority.
- 7.12 Random testing of WMP, SMP and White Butter produced will have to be carried out by the respective milk unions in NABL accredited Labs and these result should comply with BIS standards and the specifications mentioned in Schedule II. Random inspection will be done by Unions's /MPCDF officers at allotted dairy powder plant if they found any deviation with respect to tender terms condition committee may propose to debar/blacklist the conversion plant.

## **8.0 INSPECTIONS :**

- 8.1 All the SMP/WB produced are subject to inspection before acceptance. If they are rejected on quality grounds, then the party will have to manufacture SMP/WB from own resources and supply equivalent quantity of SMP/WB as per standards **or** the landed cost of milk supplied will be recoverable from the successful tenderer. Milk union's inspection report in this regard shall be treated as FINAL.
- 8.2 An inspection of the works and factory of the successful tenderer shall be performed by a team of Dugdh Sangh officers & experts to ensure all the parameters, machinery, plant, equipments and requirements as per FSSAI's GMP & GHP provisions. In case of any discrepancy or shortcomings the work order will be cancelled, the EMD will be for forfeited & the firm will be black-listed.

## **9.0 QUALITY & TESTING VARIATION**

- 9.1 In case of variation in quality, Fat and SNF the tenderer have to intimate immediately to CEO of milk supplying union. Such type of issues shall be resolved after only written consent/approvals mutually, in due course.
- 9.2 In failure of clause 9.1 by conversion plant, the testing and quality report of milk supplying union will be final and binding.

## **10.0 TERMINATION OF CONTRACT:**

- 10.1 If any act of commission or omission of conversion plant brings the Milk Union to a situation of dispute, the Milk Union shall be competent to debar/blacklist the conversion plant from further business and Security Deposit also shall be forfeited.

## **11.0 CONSEQUENCES OF BREACH OF AGREEMENT:**

- 11.1 If the authorized person of the conversion plant or a partner in the contract/tendering firm commit breach of any of the conditions of agreement it shall be lawful for the CEO of Milk Union to cancel the contract and recommend for forfeiture of the Security Deposit lying with Ujjain Sahakari Dugdh Sangh Maryadit

## **12.0 DISPUTE ARBITRATION & FINAL AUTHORITY :**

- 12.1 For matters of dispute relating to the interpretation of the above clauses, the decision of the CEO, Milk unions shall be final and binding on all concerned.
- 12.2 It should be clearly understood that once agreement is executed between the supplying milk union and the successful tenderer then in the event of the successful tenderer failing to accept and execute the work order or any dispute arising thereof, then the content thereof shall be referred to the Arbitrator as per the Arbitration Act, 1996 and the award shall be at the discretion of the arbitrator.

**Chief executive Officers**



## **SCHEDULE - II**

### **Specifications of Whole Milk Powder ,Skimmed Milk Powder and White Butter**

#### **(A) Skimmed Milk Powder**

Particulars	SMP
(i) BIS Specification	IS:13334 (Part 1)
(ii) Moisture % by mass max	3.5%
(iii) Total solids (milk solids) % by mass min.	96.5%
(iv) Fat % by mass	Less than 1.25%
(v) Insolubility Index Max	1.5 ml
(vi) Total Ash (on dry basis, percent by mass max	8.2
(vii) Titratable acidity (lactic acid), percent by mass max	1.5
(viii) It should be free from any neutralizer/adulterant	
(xi) Bacterial count not more than per gm.	50,000
(x) Coliform count in 0.1 gm	Nil

#### **(B) Pasteurized White Butter**

- (i) Fat percent between 82% to 85%.
- (ii) Yeast and mould counts not more than 20 per gm.
- (iii) Titratable acidity 0.04% LA. max.
- (iv) Coliform not more than 5 per gm.
- (v) FFA not more than 0.3%
- (vi) BR reading at 40°C: 40-43
- (vii) RM value minimum – 28

The method of sampling and testing for butter shall be carried out as per the IS 3507 (1966).

#### **(C) Whole Milk Powder**

Particulars	WMP
(i) BIS Specification	IS:1165 :2002
(ii) Moisture % by mass max ( as required by MPCDF)	3.%
(iii) Total solids (milk solids) % by mass min.	97%
(iv) Fat % by mass	26%
(v) Milk Protein in Milk solid not fat, percent by mass	Min 34%
(v) Insolubility Index Max	2.0 ml
(vi) Total Ash (on dry basis, percent by mass max	7.3

(vii) Titratable acidity (lactic acid), percent by mass max	1.2
(viii) It should be free from any neutralizer/adulterant	
(xi) Bacterial count not more than per gm.	50,000
(x) Coliform count in 0.1 gm	Nil

**(D) Fat and SNF recovery norms :**

**For Skim Milk powder**

From Whole Milk		From Skimmed Milk
Fat Recovery	SNF Recovery	SNF Recovery
99% Milk Fat to Fat in WB	SMP of 101.7% with 3.5% Moisture SNF to SMP	SMP of 101.7% with 3.5% Moisture SNF to SMP

**(E) For Whole Milk powder**

From Whole Milk	
Fat Recovery	T.S Recovery
99% Milk Fat to Fat in WB	WMP of 101.2% with 3.0 % Moisture T.S to WMP

### **SCHEDULE III**

*(To be submitted along with the offer)*

#### **: Form of General and Technical details of the tenderer:**

##### **A General Information :**

I/We hereby furnish following particulars about my/our unit (s)

1. Name of unit : M/s. \_\_\_\_\_
2. Address of the unit : 1. Office \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
2. Factory \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
3. Name of Proprietor/Partner(s) : 1. \_\_\_\_\_  
2. \_\_\_\_\_  
3. \_\_\_\_\_
4. Name with designation of : \_\_\_\_\_  
the person authorized (if any) \_\_\_\_\_  
to sign the documents on \_\_\_\_\_  
behalf of the unit.
5. Telephone Nos. & Mobile No. : Office \_\_\_\_\_  
Factory \_\_\_\_\_  
Fax no. \_\_\_\_\_  
e-mail \_\_\_\_\_
6. Particulars of the registration \_\_\_\_\_  
certificate issued by the \_\_\_\_\_  
competent authority, : \_\_\_\_\_  
Registration No. & date
7. G.S.T No. : \_\_\_\_\_ dated \_\_\_\_\_  
(furnish a photocopy)
8. PAN (furnish a photocopy) : \_\_\_\_\_
9. Whether the unit or sister : Yes / No  
concern unit or any unit of If the reply is 'yes' please give details below  
their Proprietorship or \_\_\_\_\_  
Partnership, (if any) has been \_\_\_\_\_  
Blacklisted/debarred or \_\_\_\_\_  
penalized by any Central or \_\_\_\_\_  
State Government Organization \_\_\_\_\_  
or Cooperative Organization at \_\_\_\_\_  
any time.
10. FSSAI license no. for WMP, W/B & SMP : \_\_\_\_\_  
(furnish a photo copy of license)
11. Whether valid license for ISI : \_\_\_\_\_  
mark WMP and SMP manufacture is \_\_\_\_\_  
available (furnish a photo copy of \_\_\_\_\_  
license) \_\_\_\_\_
12. Valid factory license detail : \_\_\_\_\_  
(Enclose Photocopy) \_\_\_\_\_

Seal & Signature of the tenderer

**B     Technical Information :**

1.     Names of products/fluid milk being manufactured and packed at the works with brand name (s) :

\_\_\_\_\_

\_\_\_\_\_

2.     Whether the tenderer is engaged in pouch milk marketing :

\_\_\_\_\_

3.     Details of other dairy units whose milk has been converted into products in last 3 years :

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

4.     Milk processing and products manufacturing capacity of the plant :

Milk : \_\_\_\_\_

WB : \_\_\_\_\_

SMP : \_\_\_\_\_

WMP : \_\_\_\_\_

Shelf Life of bellow products manufactured

WB : \_\_\_\_\_

SMP : \_\_\_\_\_

WMP : \_\_\_\_\_

5.     Spare capacity of plant being offered for conversion :

\_\_\_\_\_

\_\_\_\_\_

6.     Details of WB manufacturing & storage facilities :

CBM make & capacity :

\_\_\_\_\_

Butter churn make & capacity :

\_\_\_\_\_

Deep freeze chambers with temperature (°C) and capacity (MT):

\_\_\_\_\_

7.     Details of SMP and WMP manufacturing & storage facilities:

Type and make of spray dryer : \_\_\_\_\_

Capacity : \_\_\_\_\_

Fuel used : \_\_\_\_\_

Type of air heating system : \_\_\_\_\_

Capacity available for storage of SMP and WMP:

\_\_\_\_\_

\_\_\_\_\_

Seal & Signature of the tenderer

## **SCHEDULE IV**

***(RATES SHOULD BE SUBMITTED IN THIS FORMAT)***

### **FINANCIAL BID**

S.No.	Items	Rate (Rs. per kg)		
		Bare rate	Tax Applicable	Total
1.	Conversion charges of SMP (BIS marked) as per given specifications inclusive of all taxes			
2.	Conversion charges of WMP (BIS marked) as per given specifications inclusive of all taxes			
3.	Conversion charges of Pasteurized White Butter as per given specifications inclusive of all taxes			
4.	Cost of packing material for SMP (if packing material is supplied as per given specification) inclusive of all taxes.			
5.	Cost of packing material for WMP (if packing material is supplied as per given specification) inclusive of all taxes.			
6.	Cost of packing material of WB (if packing material is supplied as per given specification) inclusive of all taxes			

Note: - Only points 1, 2 and 3 will be taken for calculation of the conversion cost./;

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