

། འབྲུག་སོ་ནམ་ཐོན་སྐྱེད་བཟོ་གྲྭ་ཚོང་འཛོམས།
མང་ཚུ་ལྷན་པ། ཐིམ་ཕུག།

Bhutan Agro Industries Limited
Wangchutaba: Thimphu

BAI/HQ/ADM/03/2023/188

Date:8/02/2023

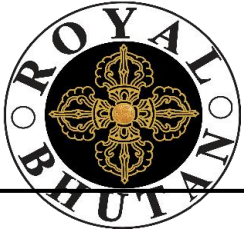
ANNOUNCEMENT

The Bhutan Agro Industries Ltd, Wangchutaba, Thimphu, with its factory located at Wangchutaba, bottles drinking water in 20 litre poly jars/ containers for domestic/home use. The company is soliciting expression of Interest from interested parties/ individuals having good market network, logistic and warehousing facilities for distribution in Thimphu Throm and Periphery.

Interested parties wishing to undertake the services, may submit their detailed project proposal and documents/ information, to the Chief Executive Officer on or before 20th of February, 2023.

In case of any inquiry and clarification, please contact marketing personnel at Mobile no.17541517/17610089/17644938.For terms and conditions refer our website www.rb.bt

Management



། འབྲུག་སོ་ནམ་ཐོན་སྐྱེད་བཟོ་གྲྭ་ཚོང་འཛོམས།
མང་ཚུ་ལྷན་པ། ཐིམ་ཕུག།

Bhutan Agro Industries Limited
Wangchutaba: Thimphu

TERMS AND CONDITION FOR DELIVERY OF 20 LITRE JARS IN THIMPHU

Re: Invitation for the Expression of Interest for delivery of 20litre water in Thimphu Market

Background

Bhutan Agro Industries Ltd, Wangchutaba, a pioneer company in packaged drinking water, started bottling drinking water in 20 litre poly jars commercially in 2021 to address the issue of quality drinking water in Thimphu. The concept behind bottling the water in 20 litre containers is to provide clean, safe and affordable water to the Thimphu population, with minimum impact to the growing waste problem in the capital city. Thimphu the capital city generates the maximum wastes, comprising the PET bottles and plastic packaging materials. Water in 20 litre jars will be cheap and affordable without creating much impact on environment.

Proposal

The management of Bhutan Agro Industries Ltd, Wangchutaba decided to outsource distribution of 20 litre water to an independent third party for efficient distribution service to our prospective and loyal “Royal Bhutan” customers with in Thimphu initially and beyond. So, the company invites expression of interest on distribution of above, from the interested parties/ individual entity or even start-ups, a complete strategy with financial and logistics facilities covering up the following:

Target Market

The company is outsourcing the distribution service to the interested party/ individuals with logistics and ware housing facilities to cater the entire Thimphu city and its periphery (not restricted to), in phased manner starting March 1, 2023.

Price

The company’ current bulk selling price is Nu 80/ jar Ex-factory and MRP of Nu 100/. Nu.250 per jar will be charged for all new jars issued as cost of jars which will be passed to the new customers. Cost of water only will be charged for a used jar or for an exchange. The cost of new jars and the disperser set remains fixed as Nu 250 and 650.

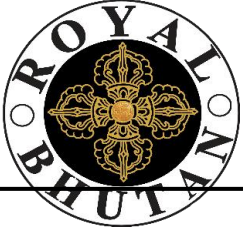
The distributor is expected to quote their offer price ex-factory and commission for 20 litre water i.e refill after detailed market survey.

Security Deposit

The distributor is to deposit Nu. 10,000 as security amount during the time of signing the agreement, which will be adjusted for damaged/ shortage jars computed on monthly basis.

Payment System and Penalty

2 % cash discounts will be considered, if payment made with in 3 days of invoice OR credit term of 30 days will be allowed with no cash discount. Penalty equivalent to interest rate of 24% per annum will be charged on every invoice beyond 30 days.



། འབྲུག་སོ་ནམ་ཐོན་སྐྱེད་བཟོ་སྐྱོད་ཚོང་འཛོམས།
མང་ཚུ་སྟག་པ། ཐིམ་ཕུག།

Bhutan Agro Industries Limited
Wangchutaba: Thimphu

Target

Monthly or Yearly target will be mutually fixed between the management and the distributor and target incentive of 1 % will be allowed on achievement of 100%. Target incentive will be on Number of jars sold/lifted.

However, the distributor shall provide the tentative jars requirement based on the market survey on daily/monthly basis, to plan production and procurement.

Coverage and Timeline

The proposal should contain the detailed strategy of market coverage, whole sale, retail shops, offices and residential area in phased manner or Zone wise/ super zone wise and timeline to cover the whole of Thimphu or beyond. In the event of not covering the designated area as per time line, the company may allot the uncovered area to other interested distributor.

Issue and Collection of Jars

The company will issue refilled jars between 9Am-10 Am and receive empty jars between 4-5 PM. The empty jars have to be delivered to the factory before 5PM for refilling/production in the evening. Broken/ damaged jars and jars with other impurity will be on distributors account. Proper handing taking will be carried out at the time of issue and collection of jars. Jars embossed with Royal Bhutan only be in circulation, competitors jars will not be accepted.

Logistics and Manpower

The distributor shall have its own logistics (fleet of delivery vehicles) and adequate manpower to be able to cater to the need of the market efficiently. Document (Vehicle registration certificate or lease agreement) to this effect needs to be submitted along with the EOI.

Monitoring and Evaluation

The management team will monitor and evaluate performance on periodic basis and action /corrective action will be taken as per situation.

Contract Period

The contract will be for a period of one year initially, renewable annually based on performance.