

Government of India
Ministry of Home Affairs
Headquarters, Kendriya Police Kalyan Bhandar
East Block-7(Level-II), Sector-1, R.K. Puram, New Delhi -110066
Tele : 011-26107574, Fax 011-26107572 (email - hqr-kpkb@mha.gov.in)

No. 70th Negotiation/KPKB/2023-

2314

Dated, 12

May
April 2023

To,

M/S Dheer Marketing India
315, Patparganj Industrial Area, Patparganj, New Delhi - 110092

E-mail- dheermarketingindia@gmail.com, lovelesh.goel@dheermarketing.com

Sub: **ACCEPTANCE LETTER FOR RENEWAL OF CONTRACT.**

This is with reference to Registration Form No. 5431 dated 27/05/2021 and price negotiation meeting held virtually on dated 11.04.2023.

2. This is to inform you that as per your request, your already listed products with Kendriya Police Kalyan Bhandar (KPKB) have been approved for supplies to KPKB for one more year at the prices and discounts agreed in 70th Price Negotiation Meeting held on dated 11.04.2023 as per the agreement attached herewith. During the price negotiation, you have agreed to the following:-

(a) Prices/discounts offered by you will be applicable as per terms & conditions laid down, explained, negotiated and accepted.

(b) All product promotion benefits introduced by the company in the civil market will be compulsorily and immediately passed on to all KPKB Bhandars over and above the prices and discounts agreed with the KPKB under information to Hqrs, KPKB.

(c) Your firm will abide by the terms & conditions mentioned in the registration form, Price Negotiation Sheet and Acceptance letter.

3. A copy of agreement reflecting terms and conditions accepted during price negotiation is being sent for your records and necessary action. Further, firm can visit KPKB website (kpkb.co.in) to download list of Master Bhandars and Subsidiary Bhandars.

4. Supplies to all Master Bhandars (MBs)/Subsidiary Bhandars (SBs) will be done directly from your Factory/Depots/Carrying & Forwarding Agents (CFA). Consolidated supply order of KPKB items will be placed by MBs. However, supplies can be made to SBs in certain cases, if agreed by the firms by billing through MBs. On receipt of stores, SBs will report to MBs immediately about correctness of stores as per supply order. After getting confirmation from SBs, payment will be made only through MBs and not from SBs.

5. Please quote the number and the date of this acceptance letter on all correspondences with KPKB.

6. **Any increase in rates or change in case packing will not be allowed at your own without prior approval from the Headquarters, Kendriya Police Kalyan Bhandar.** No price revision will be allowed prior to completion of complete six calendar months from the date of last agreement. However, in exceptional cases of substantial change in prices due to unavoidable circumstances, the firm can approach Headquarters, Kendriya Police Kalyan Bhandar for price revision. But demand /supplies will have to be honoured at the agreed rates till the revised contract is issued by the Headquarters, Kendriya Police Kalyan Bhandar.

7. For continuation of this contract, **you shall have to apply to this office for the renewal of contract preferably after 9 months and before expiry of contract for timely action.** In case no request is received from your end before expiry of contractual period, then it will be presumed that you are not interested in renewal of contract with KPKB. Accordingly, your supplies will be stopped immediately and necessary action for delisting of your firm from KPKB inventory will be initiated.

8. If firm fails to submit requisite documents for renewal before expiry of contract, it will be processed for "De-listing".

Contd..2/-

9. Master Bhandars will place their consolidated demand directly to Firm and the firm will raise invoice and deliver the stores to Master Bhandars or in exceptional cases to SBs, on approval of MBs. Appointment of distributor can be considered on your request subject to formalities. Firms can appoint more than one distributor keeping in view of smooth supply to far-flung areas after taking proper approval from Headquarters, Kendriya Police Kalyan Bhandar.
10. Stores demanded by the Master Bhandars will be **supplied within 30 days** from the date of receipt of supply order. Similarly, Master Bhandars will release payment to firms/manufacturers as per terms and conditions agreed during price negotiation.
11. It is mandatory to honour every supply order/indent placed by the Master Bhandar anywhere in India irrespective of value and volume of supply order/indent.
12. No change in distribution/supply network should be made without prior approval of Headquarters, Kendriya Police Kalyan Bhandar. However it should be ensured that uninterrupted supply of all items listed with Kendriya Police Kalyan Bhandar should be supplied in time as per demand of concerned Master Bhandars.
13. Quarterly details of Turnover of your firm in respect of KPKB enlisted items supplied to various Master Bhandars are required in this office for regular monitoring of performance of your firm. Same may please be sent to this office by 5th day of Apr, Jul, Oct and Jan of respective quarters in our e-mail- hqr-kpkb@mha.gov.in.
14. **The prices are valid for one year only. Fresh price negotiation will be done on completion of one year from the date of issue of this acceptance letter.**
15. This offer of acceptance can be withdrawn at any time in case any breach of terms & conditions is brought to our notice.
16. The commencement of one year period begins from date mentioned in SI No. 19 & expires on date as mentioned in SI No. 20.
17. The firms need to cover at least 18 Master Bhandars across India for renewal of contract.
18. It is mandatory to achieve the turnover criteria of Rs. 50 Lakhs in KPKB as prescribed or as amended from time to time. The turnover will be counted from the date of acceptance till expiry of contract date.
19. Date of issue of acceptance Letter :- 12 - 05 - 2023
20. Date of expiry of contract :- 11 - 05 - 2024
21. You are requested to visit KPKB website (www.kpkb.co.in) time to time for any change in terms and conditions during contract period. No separate notice will be sent and decision of KPKB will be binding and final.
22. If your items are of edible nature with limited shelf life, expiry date should be clearly mentioned on packs for safety of consumers. Expired items will have to be lifted back from Bhandars at your own expenditure, if informed by MBs.
23. *Mere registration of a firm or its products with KPKB does not constitute a valid ground for supply of the products to KPKB by the firm, although, the negotiation may have been done successfully. It is categorically mentioned here that only "Swadeshi" products are permitted to be supplied to KPKB Bhandars. The onus to ensure that only "Swadeshi" products are being supplied to KPKB Bhandars, under self certification lies with supplier/manufacturer firms. In case of any violation of these instructions supplier/manufacturer firms shall be held accountable.*
24. **Details of Swadeshi as per proforma given below in Excel Format only:**
(In case of New Introduction/One to one replacement)

S/No	Product Name	Whether the products, offered to KPKB, are being manufactured by a company/firm incorporated in India or otherwise. If so, details thereof.	Whether the company/ firm is incorporated in India with Indian capital or otherwise.	Whether the manufacturing company/firm is using domestic inputs in manufacturing the products which are listed with KPKB or otherwise. (Percentage of Domestic Input)
1	2	3	4	5

Percentage of Domestic Inputs will be taken into account on the basis of an order issued by Department of Promotion of Industries and Internal Trade, Ministry of Commerce and Industries, Government of India, dated 16.09.2020 about requirements of "Minimum local Content" to categorize a supplier as "Class-I local supplier, which is minimum 50%". On the same line, a product may be categorized as "Swadeshi".

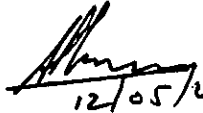
25. The acceptance and permission accorded to your firm for supply of products vide this letter is purely provisional and shall be subject to instructions/guidelines pertaining to "Swadeshi" in KPKB. All or some products agreed to be placed on KPKB inventory may be deleted subsequently with or without citing any reason. The firm will have to backload the SKUs at the earliest if the SKUs are found not to be "Swadeshi" as per guidelines.

26. Non-adherence of rules/guidelines/instructions of KPKB and related Govt. authorities may lead to termination of contract with KPKB anytime and also may lead to legal consequences.

27. If you intend to close/discontinue the business with KPKB, you have to inform the Headquarters, Kendriya Police Kalyan Bhandar about such intent at least 03 months prior to the scheduled date of closure/stoppage of business with KPKB. Further, before final closure, you have to obtain a no-dues certificate from Headquarters, Kendriya Police Kalyan Bhandar.

28. Please acknowledge receipt.

Encl: As above.


12/05/2023
(Amit Sharma)
DIG/CEO, Hqrs, KPKB

Copy to:

All Dte of CAPFs (BSF/CRPF/CISF/ITBP/SSB) (through Mail)	-	For necessary action please.
All Master Bhandars (through mail)	-	For necessary action please.

70th REVIEW NEGOTIATION MEETING OF PURCHASE COMMITTEE, KPKB, DATED 11TH APRIL 2023 (RENEWAL OF CONTRACT)

FIRM NAME: M/S Dheer Marketing India 315, Patparganj Industrial Area, Patparganj, New Delhi - 110092								GSTN		Firm 07AUDPM2787K1Z6		Supply Source	
BRAND NAME: Top Flyte Email: dheermarketingindia@gmail.com, lovelesh.goel@dheermarketing.com, Website: www.dheermarketing.in													
FIRM REPRESENTATIVE: Mr. Lovelesh Goyal, Exec. Director - 9910444199													

Sr No	New Nomenclature	No. Of Unit Per Case	HSN Code	Old MRP Per Unit	New MRP Per Unit	Offered per unit		Negotiated Rate	Discount Agreed on MRP	Base Rate	MB to SB bhandar including 0.75% Dev charge + GST	GST%	KPKB Customer price including 1.25 % development charge
						Offered price	Offered Discount %						
1	2	3	4	5	6	7	8	9	10	11	12	13	14
1	T-Shirt Camouflage (Tee) (In 5 Design)	50	6109	649	649	354.35	45.40%	354.35	45.40%	337.48	357.01	5%	361.44
2	Neck Cooling Scarf (CL085S) (In Three Color)	1	6214	699	699	381.65	45.40%	381.65	45.40%	363.48	384.52	5%	389.29
3	Hot Weather Hat (CL087S) (In Two Design)	1	6504	1449	1449	889.11	38.64%	889.11	38.64%	753.48	895.77	18%	906.89
4	Balclova (BCL 001)	1	6506	399	399	244.83	38.64%	244.83	38.64%	207.48	246.66	18%	249.72
5	Day Sack OG (DSO-001)	1	4202	4599	4599	2821.95	38.64%	2821.95	38.64%	2391.48	2843.11	18%	2878.39
6	Insignia/ Formation Sign Hand Made Zari	100	5819	219	219	144.72	33.92%	144.72	33.92%	129.21	145.80	12%	147.61
7	Insignia/ Formation Sign Machine Made Zari	100	5810	69	69	45.6	33.92%	45.60	33.92%	40.71	45.94	12%	46.51
8	Rain Poncho Disruptive Pattern	50	6201	2599	2599	1717.42	33.92%	1717.42	33.92%	1533.41	1730.30	12%	1751.77
9	Anklet Black Synthetic	50	5402	199	199	138.54	30.38%	138.54	30.38%	117.41	139.58	18%	141.31
10	Web belt Synthetic	100	5404	299	299	208.16	30.38%	208.16	30.38%	176.41	209.73	18%	212.33
11	Boot Brush Large Size	100	9603	69	69	48.04	30.38%	48.04	30.38%	40.71	48.40	18%	49.00
12	Leather Belt With Plate	100	420310	359	359	237.23	33.92%	237.23	33.92%	211.81	239.01	12%	241.97
13	Holster Pistol web	100	5404	359	359	249.94	30.38%	249.94	30.38%	211.81	251.81	18%	254.93
14	Pouches Ammunition Synthetic	50	5502	899	899	556.93	38.05%	556.93	38.05%	530.41	561.11	5%	568.07
15	Haversack Synthetic	50	42022290	799	799	556.26	30.38%	556.26	30.38%	471.41	560.44	18%	567.39
16	Rucksack Synthetic 30 Ltr	1	42021250	2549	2549	1774.61	30.38%	1774.61	30.38%	1503.91	1787.92	18%	1810.11
17	Organic Socks	200	62171070	79	79	48.94	38.05%	48.94	38.05%	46.61	49.31	5%	49.92
18	Rucksack Synthetic 70 Ltr	1	42021250	3199	3199	2227.14	30.38%	2227.14	30.38%	1887.41	2243.85	18%	2271.69
19	Whistle Cord	500	5407	69	69	42.75	38.05%	42.75	38.05%	40.71	43.07	5%	43.60
20	Sling For Insas and Rifle	50	5407	289	289	179.04	38.05%	179.04	38.05%	170.51	180.38	5%	182.62
21	Sling For AK 47/Carbine	50	5407	169	169	104.7	38.05%	104.70	38.05%	99.71	105.48	5%	106.79
22	Beret Cap	100	6117	129	129	79.92	38.05%	79.92	38.05%	76.11	80.51	5%	81.51
23	P Cap Khaki	50	6507	549	549	340.11	38.05%	340.11	38.05%	323.91	342.66	5%	346.91
24	Cap FSD Disruptive Pattern	100	6507	69	69	42.75	38.05%	42.75	38.05%	40.71	43.07	5%	43.60
25	Coat Combat Disruptive Detachable	1	4203	2699	2699	1879.04	30.38%	1879.04	30.38%	1592.41	1893.14	18%	1916.62

(Deepam Seth, IPS)
IG(Pers), ITBP
Chairman, CPC, KPKB

(Pankaj Kumar)
DIG(Wel), CRPF
Member

(H.N.S. Bisht)
DIG(Admn)/SSB
Member

(Biju K Sam)
Comdt. LOAR
Member

(Deepak Kumar)
Jy. Comdt/ CISF
Representative

(Vinay Kumar)
Dy. Comdt.(Edn)/ BSF
Representative

(Babu Singh Chaurhan)
AC/AO, ITBP
Dy. FA, KPKB

(Acknowledged)
Representative
of the Firm

Sr No	New Nomenclature	No. Of Unit Per Case	HSN Code	Old MRP Per Unit	New MRP Per Unit	Offered per unit		Negotiated Rate	Discount Agreed on MRP	Base Rate	MB to SB bhandar including 0.75% Dev charge + GST	GST%	KPKB Customer price including 1.25 % development charge
						Offered price	Offered Discount %						
1	2	3	4	5	6	7	8	9	10	11	12	13	14
26	Woolen Socks All Color	100	62171070	119	119	73.72	38.05%	73.72	38.05%	70.21	74.27	5%	75.19
27	T Shirt Disruptive Pattern	50	6109	449	449	278.16	38.05%	278.16	38.05%	264.91	280.24	5%	283.72
28	Sleeping Bag	1	42021250	1249	1249	869.55	30.38%	869.55	30.38%	736.91	876.08	18%	886.94
29	Light Weight Sleeping Bag	1	42021250	1249	1249	869.55	30.38%	869.55	30.38%	736.91	876.08	18%	886.94
30	Mosquito Net Fire Retardant	20	5804	549	549	362.78	33.92%	362.78	33.92%	323.91	365.50	12%	370.03
31	Ground Sheet	30	4008	529	529	368.29	30.38%	368.29	30.38%	312.11	371.05	18%	375.66
32	Woolen Jersey Y neck/ V Neck	30	61103010	899	899	556.93	38.05%	556.93	38.05%	530.41	561.11	5%	568.07
33	Tracksuit- TS 4L OH (In 3 Colors)	30	6211	1999	1999	1276.16	36.16%	1276.16	36.16%	1139.43	1285.73	12%	1301.68
34	Tracksuit- TS NSNL (In 3 Colors)	30	6211	2199	2199	1403.84	36.16%	1403.84	36.16%	1253.43	1414.37	12%	1431.92
35	T-Shirt - Col PC (In 3 Colors)	50	6105	549	549	328.58	40.15%	328.58	40.15%	312.93	331.04	5%	335.15
36	Shorts - SH WSUP (In 3 Colors)	50	6203	599	599	358.5	40.15%	358.50	40.15%	341.43	361.19	5%	365.67
37	Trackpant - TP ZIP (In 2 Colors)	50	6203	849	849	508.13	40.15%	508.13	40.15%	483.93	511.94	5%	518.29
38	TEE- RNLYC (In 4 Colors)	50	6105	499	499	298.65	40.15%	298.65	40.15%	284.43	300.89	5%	304.62
39	Socks - Crew FL (In 4 Colors)	200	6115	99	99	59.25	40.15%	59.25	40.15%	56.43	59.70	5%	60.44
40	Socks - AKL LTH (In 4 Colors)	200	6115	89	89	53.27	40.15%	53.27	40.15%	50.73	53.67	5%	54.33
41	Sports BRA-SBR 4L PD (3 Colours)	100	61045300	899	899	539.4	40.00%	539.40	40.00%	513.71	543.45	5%	550.19
42	Leggings-LGS 4L (3 Colours)	100	61081110	899	899	539.4	40.00%	539.40	40.00%	513.71	543.45	5%	550.19
43	Leggings-LGS NL (3 Colours)	100	61081110	999	999	599.4	40.00%	599.40	40.00%	570.86	603.90	5%	611.39

TERMS AND CONDITIONS:-

- The negotiated rates are inclusive of GST.
- The aforesaid rates are on FOR destination basis
- The stores will be supplied within 30 days from the date of receipt of supply order from Master Bhandars (MBs).
- Payment will be made within 30 days from the date of receipt of stores by the Master Bhandar
- In case of decrease in MRP, KPKB rates will be reduced to the extent of percentage discount agreed and information will be given to KPKB HQ.
- Special discounts/schemes if any shall be passed on to the Master Bhandars immediately. Master Bhandars are permitted to accept special schemes without further approval from Headquarters, KPKB if it is beneficial for consumers
- MRP of the products if found lesser than that quoted in negotiation, lesser MRP will come into immediate effects with same percentage discount agreed upon and will remain valid till next price revision meeting.
- In case of quality of product and its contents found to be of inferior quality than the sample produced or what has been decided upon, the agreement/contract is liable to be cancelled without any prior notice. (FSSAI/BIS/ISI/GMP/Drugs License/ISO/Lab Test/Reed, Pick, Count and weight/Factory License and MSME specifications/standards should be maintained time to time, whichever is applicable.
- Firm is bound to supply their products to far flung and remote areas where MBs are located.
- Cost of unloading of products at MBs will be borne by the firm concerned.
- If at any point of time during the contract if it is found that market rates are lesser than KPKB rates, then your Firm will be liable to be delisted with immediate effect.
- Business turnover should be minimum Rs. 50 Lakhs and 18 Master Bhandars should also be covered out of total 119 MBs in one business' year.

(Deepam Seth, IPS)
IG(Pers), ITBP
Chairman, CPC, KPKB

(Pankaj Kumar)
DIG(Wel), CRPF
Member

(H.N.S. Bisht)
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(Acknowledged)
Representative
of the Firm

Day 11/04
11/04/23