PUNJAB AGRI EXPORT CORPORATION LIMITED (PAGREXCO)

Plot No. 2A, Sector 28-A, Madhya Marg, Chandigarh – 160002

EXPRESSION OF INTEREST (EOI) FOR ENGAGEMENT OF THIRD-PARTY MANUFACTURER / VENDOR FOR IQF FROZEN PRODUCTS (105 MT PILOT PLAN)

1. INTRODUCTION

With the objective of exploring new avenues for value addition in the Fruits & Vegetables segment, PAGREXCO proposes to undertake a **105 MT Pilot Plan (105 MT planned product mix)** for Individually Quick Frozen (IQF) vegetable products. The initiative is envisaged as a market-validation exercise to assess the commercial potential of frozen vegetable products across General Trade (GT) and Institutional Sales channels.

Through this pilot, the Corporation intends to understand market demand, consumer acceptance, product preferences, pricing dynamics, channel requirements and competitive positioning. It will also help assess the operational and commercial feasibility of different product categories, packaging formats and SKU configurations, thereby enabling PAGREXCO to identify viable opportunities for diversifying its F&V portfolio and strengthening its presence in the value-added food segment.

In this regard, PAGREXCO invites Expressions of Interest (EOIs) from eligible third-party manufacturers/vendors for the manufacturing, processing, bulk supply and/or SKU-level repacking of IQF frozen products in the specified quantities and packaging formats, as detailed in this EOI.

2. SCOPE OF WORK, PRODUCT MIX & TECHNICAL REQUIREMENTS

2.1 Pilot Product Mix & Channel-Wise Quantities

The proposed pilot covers a total planned quantity of **105 MT** across three IQF vegetable categories (Green Peas: 70 MT, Sweet Corn: 20 MT, and Mixed Vegetables: 15 MT), to be distributed across Institutional Sales and General Trade (GT) channels as detailed below:

Product	SKU	Insti (kg)	Insti Packs	GT (kg)	GT Packs	Total Packs
Peas	5kg	30,000	6,000	9,000	1,800	7,800
Peas	1kg	5,000	5,000	16,000	16,000	21,000
Peas	500gm	0	0	10,000	20,000	20,000
Peas	200gm	0	0	—	0	0
Corn	1kg	15,000	15,000	3,000	3,000	18,000
Corn	500gm	0	0	2,000	4,000	4,000
Mixed Veg	1kg	6,000	6,000	4,000	4,000	10,000

Mixed Veg	500gm	0	0	5,000	10,000	10,000
Mixed Veg	250gm	0	0	—	0	0

**Note: Exact SKU-wise split between 500 gm, 250 gm, and 200 gm retail packs may be adjusted as per GTM demand within the overall 105 MT pilot allocation.*

2.2 Technical Specifications, Bulk Supply & SKU Repacking Standards

1. **Bulk & Retail Repacking Capability:** The manufacturer/vendor must be capable of supplying IQF products in **35 kg Bulk Bags** and undertaking hygienic, temperature-controlled repacking from 35 kg bulk bags into retail and institutional SKUs as per the standard conversion matrix:
    - **5 kg Pack:** 7 packs per 35 kg bulk bag
    - **1 kg Pack:** 35 packs per 35 kg bulk bag
    - **500 gm Pack:** 70 packs per 35 kg bulk bag
    - **200 gm Pack:** 175 packs per 35 kg bulk bag (and/or **250 gm** pack as required)
2. **Product Quality & Processing Standards:** Products (Green Peas, Sweet Corn Punjab, and Mixed Vegetables) must be processed using Individually Quick Frozen (IQF) technology, ensuring free-flowing pieces, uniform size and colour, absence of clumping or freezer burn, and full compliance with FSSAI food safety standards.
3. **Packaging Material & Pouches:** All primary pouches (5 kg, 1 kg, 500 gm, 200 gm / 250 gm) and 35 kg bulk master bags must be food-grade, moisture-barrier laminated packaging conforming to PAGREXCO-approved specifications, branding, and legal metrology labelling norms.
4. **Cold Storage & Cold-Chain Logistics:** The vendor must maintain dedicated frozen storage at `-18°C or below` and arrange temperature-controlled cold-chain freight/dispatch to designated PAGREXCO or distribution partner locations without temperature abuse.
5. **Statutory Compliance:** The manufacturing and repacking unit must hold a valid FSSAI License, GST Registration, and all applicable environmental/factory clearances.

3. ELIGIBILITY / QUALIFYING CRITERIA

S. No.	Conditions	Documents To Be Submitted
1	The manufacturer/vendor should be a registered Firm / Proprietorship / Company / Co-operative engaged in IQF frozen food processing and/or repacking.	PAN card, Aadhaar card of Authorized Signatory, Certificate of Registration / Incorporation, GST Registration Certificate, and valid FSSAI License.
2	The applicant must own or operate an operational IQF freezing/processing and/or hygienic repacking facility with frozen cold storage (−18°C or below) capable of supplying 35 kg bulk bags and	Plant & cold storage address, installed processing/repacking capacity declaration, and equipment/facility profile as per Annexure 1.

S. No.	Conditions	Documents To Be Submitted
	repacking into 5 kg, 1 kg, 500 gm, and 200 gm / 250 gm SKUs .	
3	A list of minimum 5 clients served by the manufacturer/vendor in the Food / Frozen Food Industry during the last 5 years.	Relevant client details, work orders / performance certificates, or self-attested client list as per Annexure 1.
4	The manufacturer/vendor should not be a defaulter / corrupt / blacklisted under any category with any Government or semi-Government Department / Corporation / Board and should have no dispute with PAGREXCO.	A self-declaration to this effect shall be submitted by the manufacturer/vendor as per Annexure 1.

4. SAMPLE SUBMISSION, QUALITY EVALUATION & BENCHMARKING

1. Prospective manufacturers/vendors shall be required to submit **product samples / trial quantities** (IQF Green Peas, Sweet Corn, and Mixed Vegetables in specified SKUs) for quality evaluation and approval by the designated PAGREXCO Committee prior to commercial-scale procurement.
2. The quality parameters, organoleptic profile, and packaging specifications of the approved samples shall serve as **reference benchmarks** for all subsequent commercial supplies to ensure consistency in product quality.
3. Engagement of the manufacturer/vendor and placement of purchase orders shall be strictly subject to satisfactory evaluation of samples, finalisation of commercial terms, and approval by the Competent Authority of PAGREXCO.

5. RESPONSIBILITIES OF THE MANUFACTURER / VENDOR

The selected manufacturer/vendor shall be responsible for raw material sourcing/processing, IQF freezing, hygienic repacking from 35 kg bulk into target SKUs, cold-chain storage, quality testing, and timely dispatch as per Purchase Orders issued by PAGREXCO. The vendor shall strictly adhere to PAGREXCO-approved packaging specifications and maintain complete confidentiality regarding PAGREXCO's pricing, product specifications, artwork, and commercial terms.

6. COMMERCIALS & PRICING STRUCTURE

Applicants shall submit their transparent, itemized financial quote (excluding GST) in **Annexure 2 (Financial Component Proposal)** for IQF Green Peas, IQF Sweet Corn (Punjab), and IQF Mixed Vegetables across 35 kg Bulk and retail/institutional SKUs (5 kg, 1 kg, 500 gm, and 200 gm / 250 gm), clearly breaking down:

- **35 kg Bulk / Base Product Cost (₹/kg):** Ex-factory cost of IQF bulk material.
- **Conversion / Repacking Cost (₹/kg & ₹/pack):** Itemized labour charges and food-grade pouch/packaging cost per SKU size.
- **Cold-Chain Freight & Cold Storage / Allocated Rent (₹/kg):** Logistics and frozen storage overheads, if applicable.
- **Total Landed Rate (₹/kg and ₹/Pack, excluding GST):** Consolidated supply rate per kg and per pack.
- **Any item that is part of the pricing must be submitted.**

GST shall be payable extra as applicable. Payment terms, batch delivery schedules, and price validity shall be governed by the Purchase Order / Agreement finalized upon Competent Authority approval.

7. NON-EXCLUSIVITY

Nothing herein is intended nor shall be construed as creating any exclusive arrangement with the manufacturer/vendor. This EOI and any subsequent Agreement shall not restrict PAGREXCO from procuring similar or equal products/services from other manufacturers, entities, or sources.

8. ARBITRATION & JURISDICTION

In case of any dispute arising out of the contract, the matter shall be referred to the Managing Director, Punjab Agri Export Corporation Limited, Chandigarh to arbitrate in the matter, who may arbitrate himself or appoint an arbitrator. The arbitration proceedings shall be held under the jurisdiction of Chandigarh Courts only and in accordance with the Arbitration & Conciliation Act, 1996.

9. TENDERING / SUBMISSION PROCEDURE

The proposal must be submitted under a Two-Cover System in the following manner:

- **Envelope 1 (Technical Bid):** Containing all qualifying documents, facility/capacity details, and the duly filled cover letter as per **Annexure 1**, sealed and super-scribed as *"EOI: Manufacturer/Vendor for IQF Frozen Products – Technical Component"*.
- **Envelope 2 (Financial Bid):** Containing the itemized price offer as per **Annexure 2**, sealed and super-scribed as *"EOI: Manufacturer/Vendor for IQF Frozen Products – Financial Component"*.
- **Outer Envelope:** Both Envelope 1 and Envelope 2 must be placed inside a main sealed outer envelope super-scribed as *"EOI for Engagement of Third-Party Manufacturer/Vendor for IQF Frozen Products (105 MT Pilot)"*, addressed to:

Punjab Agri Export Corporation Limited (PAGREXCO)
Plot No. 2A, Sector 28-A, Madhya Marg, Chandigarh – 160002

The proposal must reach the above address by 25 November 2026, 5.00 pm. The Technical Component will be opened on 26 November 2026, 11 am by the designated committee in the presence of participating manufacturers/vendors who wish to attend. The Financial Component of only technically qualified applicants will be opened at a later stage.

ANNEXURE 1 (TECHNICAL BID)

To,
The Managing Director,
Punjab Agri Export Corporation Limited (PAGREXCO),
Plot No. 2A, Sector 28-A, Madhya Marg,
Chandigarh – 160002.

1. I / We have read the Expression of Interest published on the PAGREXCO website / dated Date. I / We hereby offer our proposal against the EOI for Engagement of Third-Party Manufacturer / Vendor for IQF Frozen Products (105 MT Pilot Plan). My / our particulars are as follows:
   a. Name of Manufacturer / Firm / Company: _____
   b. Complete Registered Postal Address: _____
   c. Manufacturing / Repacking Plant Address: _____
   d. PAN No. & GSTIN: _____
   e. Aadhaar No. (Authorized Signatory): _____
   f. FSSAI License No. & Validity: _____
   g. Cold Storage Capacity (MT) & Temp (°C): _____
   h. Phone / Mobile No.: _____
   i. E-mail ID: _____
2. Minimum 5 clients served in the Food / Frozen Food Industry during the last 5 years:

S. No.	Name of Client	Brief Description of IQF / Food Products Supplied	Time Period (From – To)
1			
2			
3			
4			
5			

3. I / We confirm that our facility is capable of supplying IQF Green Peas, Sweet Corn, and Mixed Vegetables in 35 kg bulk bags and repacking into 5 kg, 1 kg, 500 gm, and 200 gm / 250 gm SKUs as per PAGREXCO specifications, and we agree to submit trial samples for Committee evaluation.
4. I / We do hereby declare that I / We are not a defaulter / corrupt / blacklisted under any category with any Government or semi-Government Department / Corporation / Board and have no dispute with PAGREXCO.
5. I / We have read all the terms & conditions of the EOI carefully and will comply with the same, as well as any directives issued by MD, PAGREXCO from time to time during the contract period.

Authorized Signatory: _____
Name of Manufacturer / Vendor: _____
Seal / Stamp: _____

ANNEXURE 2 (FINANCIAL BID)

FINANCIAL COMPONENT PROPOSAL

All rates must be quoted in Indian Rupees (₹), excluding GST, with itemized breakdown from 35 kg bulk cost through SKU conversion and cold-chain logistics:

Product Item	SKU Size	35 kg Bulk (₹/kg)	Freight (₹/kg)	Cold Storage (₹/kg)	Labour (₹/kg)	Pouch (₹/kg)	Total (₹/kg) [Auto]
IQF Green Peas	5 kg						
IQF Green Peas	1 kg						
IQF Green Peas	500 gm						
IQF Green Peas	200 / 250 gm						
IQF Sweet Corn	5 kg						
IQF Sweet Corn	1 kg						
IQF Sweet Corn	500 gm						
IQF Sweet Corn	200 / 250 gm						
IQF Mixed Vegetables	5 kg						
IQF Mixed Vegetables	1 kg						
IQF Mixed Vegetables	500 gm						
IQF Mixed Vegetables	200 / 250 gm						

Note: GST shall be applicable as per prevailing Government norms. Quotes must remain valid for 90 days from the date of opening of the Technical Bid.

Authorized Signatory: _____
Name of Manufacturer / Vendor: _____
Date & Place: _____
Seal / Stamp: _____