NATIONAL VENDOR DEVELOPMENT PROGRAMME

CUM INDUSTRIAL EXHIBITION
23-24 February, 2013, Huda Ground, Sector-12, Karnal

Organised By
MSME - Development Institute
Plot No. 11A, IDC, Near ITI, Kunjupura Road, Karnal-132001

E mail: dcdi-karnal@dcmsme.gov.in | Website: www.msmedikarnal.gov.in | Webportal: www.dcmsme.gov.in
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- Polypropylene (PP).
- Mono Ethylene Glycol (MEG).

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NVDP-VISION-2013

NATIONAL VENDOR DEVELOPMENT PROGRAMME-CUM-INDUSTRIAL EXHIBITION

(23rd & 24th February, 2013)

At Huda Ground, Sector-12, Near K3C Mall, Karnal

MSME-Development Institute
(Ministry of MSME, Govt. of India)
Plot No. 11-A, IDC, Near ITI,
Kunjpura Road, Karnal-132001 (Haryana)

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Fax : 0184-2231862
E.mail : dcdi-karnal@dcmsme.gov.in
Website : www.msmedikarnal.gov.in
Web Portal : www.dcmsme.gov.in

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MSME-DI, Karnal extends thanks to Karnal Print & Pack Industries Association, Karnal Pharmaceutical Manufacturers Association, Karnal Agricultural Implements Manufacturers Association, Haryana Chamber of Commerce & Industry (Karnal Chapter) towards their support in bringing out this Exhibitors Directory.

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MSME-Development Institute, Govt. of India, Ministry of MSME organized National Vendor Development Programme-cum-Industrial Exhibition at HUDA Ground, Sector-12, Near K3C Mall, Karnal On 23-24 Feb., 2013.

OBJECTIVE OF THE PROGRAMME

- To provide platform to the MSMEs to explore the business opportunities to identify products for manufacturing & diversification, in the era of global economic slow down.
- To develop new vendors for Central Government organization like Railways, DGS&D, NDRI, Rail Coach Factory, NFL, Indian Oil Corporation Ltd., Railway Workshop etc.
- To highlight purchase/vendor registration procedure and vendor rating system of buying organizations (CPSUs).
- To showcase and highlight capabilities of Micro, Small and Medium Enterprises (MSMEs).
- To create awareness of Central Government Schemes & Incentives among MSMEs.
- To develop business relationship and trust building between vendor & vendee (Buyer & Seller meet).
- Seminar on various promotional schemes of Govt. of India, Ministry of MSME and products required by participating CPSUs.
- To provide opportunity for product development, diversification, indigenisation, assessment of market of the product/service.

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संदेश........

मुझे यह जानकर अति प्रसन्नता हो रही है कि एमएसएमई विकास संस्थान, कर्नाल द्वारा दिनांक 23-24 फरवरी, 2013 तक (दो दिवसीय) राष्ट्रीय क्रेडिटा-विक्रेता सम्मेलन एवं औद्योगिक प्रदर्शनी का हुइडा मैदान, कर्नाल में आयोजन किया जा रहा है। मुझे आशा है कि राज्य की समस्त सूष्क्ष्म एवं लघु इकाइयां इससे लाभान्वित होंगी।

आज के उदारीकरण एवं प्रतिस्पर्धात्मक युग में इस तरह की औद्योगिक प्रदर्शनी का आयोजन एक प्रशंसनीय प्रयास है जिसके माध्यम से क्रेडिटा-विक्रेता के पारस्परिक सम्बन्ध, सहयोग एवं सामंजस्य, उत्पाद के चयन, निर्मित माल के विपणन, आयात एवं गुणवत्ता में सुधार लाने हेतु एमएसएमई क्षेत्र के महत्वपूर्ण योगदान मिलेगा।

इस अवसर पर जारी की जा रही स्मारिका की सफलता के लिए मैं अपनी हार्दिक सूभकामनाएं प्रेषित करता हूं।

(युद्धवीर मलिक)

*****
হরিয়ানা রাজ্য ওষুধাগার
এবং সরকারী বিকাস
নিগম লিমিটেড
pঁচুকা Haryana
(A State Government Undertaking)

Tarun Bajaj
I.A.S.

সংদেশ........

মুদ্রে যাহ জানাই অত্যন্ত হর্ষ হো রহা হ’য় কি এমএসএমই বিকাস সংস্থান, কর্নাল দ্বারা দিনাংক 23–24
ফরবরী, 2013 (দো দিক যোগ্য রাষ্ট্রীয় ক্রেতা–বিক্রেতা সম্মেলন এবং ওষুধাগার প্রদর্শনী) কর্নাল দ্বারা আয়োজন করিয়া জা রহা হ’য়।

আজ কেন্দ্র মর্যাদা এবং লোক উদ্যোগের সামনে উন্নতি উদ্যোগের ক্ষেত্রে বিব্রহ্মাণ মুদ্র হ’য়। ইসকে মূল্যায়ন এবং লোক উদ্যোগের নির্দিষ্ট মালের উপর সাহায্য হতে ক্রেতা–বিক্রেতা কার্যক্রম এবং প্রদর্শনীর কার্যক্রম কর্তৃত্ব দ্বারা আয়োজন করিয়া জানা আজ কেন্দ্রের সময় করা যায়। এই কার্যক্রম এর মাধ্যমে উদ্যোগের নির্দিষ্ট বিষয়ক উন্নতি এবং উন্নতির প্রস্তুতি এবং পর্যাপ্ত সম্পর্কে আলোক আলোক এবং বিশাল ব্যবসাজ মাধ্যমে হ’য় যে রাজ্যের ওষুধাগার বিকাস মধ্যে বড়ো হ’য়।

মুদ্রে বিবেচনা হ’য় কি ইস অবসর পর জারী হ’য় স্ত্রী ওষুধাগার ইস দিশায় প্রেরণা স্বরূপ বর্তমান ইসকে সফলতাপূর্বক প্রকাশ করিয়া মেরি হার্দিক শুভকামনা হ’য়।

(তরুণ বাজাজ)
প্রবন্ধ নির্দেশক
এমএসএমআইআইআইডিসি

*****
I feel immense pleasure in congratulating MSME-DI, Karnal for this wonderful initiative of organising National Vendor Development Programme at Karnal. It is to be appreciated that such efforts will help in building better business development services and strengthen the business eco-system of the region. The Print and Packaging cluster, Agricultural Implements cluster and Pharma are three important clusters located at Karnal. I wish that this two day initiative will provide much needed support in terms of sustainable associations amongst stakeholders in these sectors. This will also enhance the opportunities in other sectors of manufacturing. It will also provide necessary stimulus for bringing out excellence by identifying potential business opportunities in the region.

The MSME-DI, Karnal truly deserves appreciation for this handholding to SMEs of the region. I wish all the success for this National Vendor Development Programme cum Industrial Exhibition.

(T.L. Satyaprakash)
विजय कुमार

संदेश........

सूक्ष्म, लघु एवं मध्यम उद्यम विकास संस्थान, कर्नाट, भारत सरकार, एमएसएमई मंत्रालय राज्य के एमएसएमई अक्ष्य के सफल विकास तथा इन इकाइयों को वैश्विक प्रतिस्पर्धा का सामना करने हेतु एवं तकनीकी रूप से सुदृढ़ और सक्षम बनाने हेतु विभिन्न प्रोत्साहन योजनाएं संचालित कर रहा है। इसी कड़ी में राष्ट्रीय रेन्ज-विक्रेता सम्मेलन और आंदोलन प्रदर्शन का दिनांक 23-24 फरवरी, 2013 तक (दो दिवसीय) कर्नाटक में सफलतापूर्वक आयोजित किया गया।

इस कार्यक्रम से जहां सरकारी विभाग, केंद्र/राज्य सरकार, उपक्रमों और अन्य अवसरों के उद्घाटकों ने अपनी आवश्यकता के सवालों को प्रदर्शित कर अपने वैंडर्स को चयनित किया था एमएसएमई इकाइयों को अपने उत्पादों का प्रदर्शन कर वैंडर्स के रूप में पंजीकृत होने का अवसर प्राप्त हुआ। इसके अलावा इन दो दिनों में वैंडर पंजीकरण प्रक्रिया, नवीनतम प्रोडक्शन, सरकारी योजनाओं तथा राज्य व व्यापार के अवसर आदि की प्रस्तुति से सूक्ष्म, लघु एवं मध्यम अक्ष्य की इकाइयों लाभार्थ बने।

में इस आयोजन के लिए विकासाधन (एमएसएमई) नई दिल्ली द्वारा दिए गए मार्गदर्शन और सहयोग के लिए विशेष रूप से आदर्श व्यक्ति करता हूं। इस अवसर पर जारी की जा रही समारोहों से सभी सूक्ष्म और लघु इकाइयों को मार्गदर्शन प्राप्त होगा तथा वे एक दूसरे से सम्पर्क कर अपने व्यवसाय को आगे बढ़ाने में सक्षम होंगे।

में राज्य में स्थित आंदोलन संंघ जैसे कर्नाटक एक्सिकल इम्पोर्ट्स एन एंड एक्सपोजर्स एसोसिएशन, डीएनए एंड पैक एसोसिएशन, कर्नाटक फार्मास्यूटिकल एसोसिएशन, हरियाणा चैनल आर्क फार्मास्यूटिकल एंड इंडस्ट्रीज, (कर्नाटक चैनल), केंद्र सरकार के उपक्रमों एवं राष्ट्रीयकृत बैंकों का हार्डिक आभारी हूं जिन्होंने इस प्रदर्शनी का सफल बनाने में अपना भरोसा सहयोग दिया है।

इस समारोह का सफलतापूर्वक प्रकाशन के लिए में समस्त वैंडर, सहयोग निदेशक (आर्थिक अनुभव) द्वारा किए गए अथवा प्रयास की सराहना करता हूं जिनकी कड़ी मेहनत के परिणामस्वरूप यह समय पर प्रकाशित हो पाई है।

(विजय कुमार)

*****
INAUGURAL FUNCTION

Chief Guest:
Sh. Tarun Bajaj, IAS, Managing Director, HSIIDC

Date       Time                Activity
23.2.2013   12.00 Noon          Arrival of Chief Guest
            12.05 p.m.          Welcome of Chief Guest
            12.10 p.m.          Lighting of Lamp by Chief Guest and Dignitaries on Dias
            12.20 p.m.          Welcome address by Sh. Vijay Kumar, Director, MSME-DI, Karnal
            12.30 p.m.          Address by Sh. Pankaj Kapoor, President, HCCI
            12.40 p.m.          Address by Sh. Sanjiv Singh, Executive Director, IOCL
            12.50 p.m.          Address by Sh. T.L. Satya Prakash, IAS Director of Industries, Govt. of Haryana
            1.00 p.m.           Inaugural Address by Chief Guest
            1.10 p.m.           Vote of Thanks by Sh. Pradeep Ojha, Dy. Director (Mech), MSME-DI, Karnal
            1.15 p.m.           Visit to Exhibition & Inauguration of Exhibition
            1.30 p.m.           Visit to HSIIDC, Industrial Area, Sector-3, Karnal
            Lunch
            2.30 p.m.           Departure of Chief Guest

*****
# Programme Schedule

National Vendor Development Programme - Cum- Industrial Exhibition, 2013
23-24 February, 2013 At Huda Ground, Sector 12, Karnal

## Day 1: 23-02-2013 (Saturday)

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<td>2.30 p.m. to 3.00 p.m.</td>
<td>Indian Oil Corp. Limited (IOCL), Panipat</td>
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<td>3.05 p.m. to 3.30 p.m.</td>
<td>All India State Road Transport Undertaking (ASRTU), New Delhi</td>
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<td>3.35 p.m. to 3.55 p.m.</td>
<td>Ordinance Cable Factory (OCF), Chandigarh</td>
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<td>4.00 p.m. to 4.25 p.m.</td>
<td>Central Scientific Instruments Organisation (CSIO), Chandigarh</td>
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<td>4.30 p.m. to 4.55 p.m.</td>
<td>Bharat Electronics Ltd. (BEL), Panchkula</td>
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<td>5.00 p.m. to 5.30 p.m.</td>
<td>Rail Coach Factory (RCF), (Indian Railway), Kapurthala</td>
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<td>5.35 p.m. to 6.00 p.m.</td>
<td>Small Industries Development Bank of India, (SIDBI), Chandigarh</td>
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## Day 2: 24-02-2013 (Sunday)

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<td>Punjab National Bank, Karnal</td>
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<td>10.35 a.m. to 11.00 a.m.</td>
<td>Govt. of India Printing Press, Nilokheri</td>
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<td>11.05 a.m. to 11.30 a.m.</td>
<td>Indian Railway Workshop, Jagadhri</td>
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<td>11.45 a.m. to 12.15 p.m.</td>
<td>Bharat Sanchar Nigam Limited, (BSNL)</td>
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<td>12.20 p.m. to 12.50 p.m.</td>
<td>National Small Industries Corp. Limited (NSIC), Panipat</td>
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<td>12.55 a.m. to 13.20 p.m.</td>
<td>National Fertilizers Limited (NFL), Panipat</td>
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<tr>
<td>13.25 p.m. to 13.55 p.m.</td>
<td>Director General of Foreign Trade (DGFT), Panipat</td>
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<td>4.00 P.M.</td>
<td>Valedictory Function</td>
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MSME Development Institute (MSME-DI), Karnal in association with Haryana Chamber of Commerce and Industry (HCCI), Pharmaceutical Manufacturers Association, Karnal, Print and Packaging Industries Association, Karnal, HCCI (Karnal Chapter), Karnal Agricultural Implements Manufacturers Association organised two days National Vendor Development Programme – cum - Industrial Exhibition on 23rd and 24th February, 2013 at HUDA Ground, Sector-12, Near K3C Mall, Karnal. The objective of the programme was to provide a platform to Micro and Small enterprises to show case the products manufactured them. Similarly, Central Public Sector Undertakings displayed their products and drawings with material specifications.

Sh. Vijay Kumar, Director, MSME-DI, Karnal welcome the Chief Guest, Shri Tarun Bajaj, Managing Director, Haryana State Industrial Infrastructure Development Corporation (HSIIDC), Panchkula, Shri T. L. Satyaprakash, Director of Industries, Govt. of Haryana, Shri Sanjiv Singh, Executive Director, Indian Oil Corporation, Panipat, Shri Pankaj Kapoor, President, Haryana Chamber of Commerce and Industries, Senior officers from Indian Railways, National Fertilizers Ltd, Bharat Electronics Ltd, DGS&D, National Small Industries Corporation Ltd., (NSIC), Hindustan Machine Tools (HMT), BIS, IOCL, BSNL, Ordinance Cable Factory, CSIO, Rail Coach Factory, DGFT, Govt. of India Press, State Bank of India, Canara Bank, Corporation Bank, Punjab National Bank, Oriental Bank of Commerce, Syndicate Bank, Union Bank of India, Bank of India, SIDBI, Association of State Road Transport Undertaking (ASRTU), President/Secretary and office bearers of various MSME associations and leading entrepreneurs of the state.

During welcome address, he stated that Government of India and their Central Public Sector Undertakings are the biggest buyer and therefore with this objective National Vendor Development Programme-cum-Industrial Exhibition has been organised. Further, he also stated that to enhance the productivity and competitiveness in MSME sector, Government of India has started ten such schemes in the name of National Manufacturing Competitiveness Programme (NMCP). MSMEs of the state are availing the advantage as per the scheme guidelines. Further he stated that to implement these schemes more effectively 50 such awareness programmes have been organised across the state during 2012-13

He explained the following NMCP schemes:
1) Lean Manufacturing Competitiveness Scheme
2) Design Clinic Scheme for Design Expertise to MSME sector
3) Marketing Assistance and Technology Up gradation in MSMEs
4) Enabling Manufacturing Sector to be competitive through Quality Management Standards /Quality Technology Tools (QMS/QTT)
5) Technology & Quality Up gradation support to MSMEs(TEQUP)
6) Setting up of Mini Tool Rooms
7) Bar Code
8) Intellectual Property Rights
9) Support of Entrepreneurial and Management Development of SMEs through Incubators.
10) Information and Communication Technology (ICT) in MSME sector.

Also he stated that all MSEs have to work on two principles: one to run the unit on zero wastage and other to provide new products regularly to the customers for which Government of India subsidy is available

He further stated that in 2012, Govt. of India announced Public Procurement Policy for Micro and Small Enterprises (MSEs). Under the scheme, all Central Public Sector Undertakings (CPSUs)/ministries shall purchase/procure minimum 20% of their annual requirement of products or services from Micro and Small enterprises. Out of 20% target of annual procurement from MSEs, 4% will be from MSEs owned by SC/ST entrepreneurs. However, in the event of failure of such MSEs the procurement will be from MSEs owned by general category. The participating MSEs in tender quoting price within the band of L1+15% may also be allowed to supply a portion of the requirement by bringing down their price to the L1 price, in a situation where in L1 price is from someone other than MSEs. Such MSEs will be allowed to supply up to 20% of the total tendered value. The central ministry/CPSUs will continue to procure 358 items from MSEs which have been reserved for exclusive purchase from them. Now with this policy, a huge market has been created and is available to this sector. Further he stated that with this two days programme, MSEs will take an advantage and become a regular vendor to the CPSUs like Indian Oil Corporation (IOC), Indian Railways, HMT, BEL etc.

Under MSE-CDP scheme, he stated that Common Facility Centre (CFC) for clusters like Footwear
cluster, Bahadurgarh, Textile cluster, Panipat, Print and Packaging cluster, Karnal, Pharma cluster, Karnal and Agriculture Implements cluster Karnal have been approved by Govt. of India and many more like Readymade Garments cluster, Gurgaon and Stainless steel cluster, Kundli are in the process of approval.

Sh. Pankaj Kapoor, President, HCCI stated that MSMEs may be provided land at subsidised rate and if possible initially tax subsidy may be provided. Private Industries may be allowed in skill development as it is being followed in developing countries. Social and economic growth of the state should go together. He advised MSMEs to make available their products to large industries in time to avoid import. He also requested to the dignitaries sitting on the dias to look into the other problems like shortage of electricity, maintenance of industrial estate etc being faced by MSMEs of the state.

Sh. Sanjiv Singh, Executive Director, Indian Oil Corporation, Panipat stated that the products required by Indian Oil Corporation are displayed in the stall. Further, he stated that IOC is manufacturing various types of polymers which can be purchased by MSMEs at a reasonable rate. NSIC is presently purchasing from us on behalf of MSMEs. Since various types of polymers are being manufactured by Indian Oil Corporation, therefore polymer based products manufactured by MSMEs may take an advantage and become competitive in National / International market.

Sh. T.L. Satyaprakash, IAS, Director of Industries and Commerce, Govt. of Haryana, Chandigarh stated that the National Vendor Development Programme – cum - Industrial Exhibitions is the need of today as it provides a platform, interaction between CPSUs and MSMEs including an opportunity in indentifying the potential products and services. He stated that God helps only to those which are enterprising. Therefore help yourself and become a successful entrepreneur. I am sure such programme will be organized across the State in future to help MSMEs for becoming vendor to CPSUs.

Further, he stated that to capture the National / International market, MSMEs have to produce cost effective and quality products. They have to do the continuous R&D to provide new /improved products regularly in the market. In the coming years, by setting up of Common Facility Centres (CFC) in clusters situated at Ambala, Bahadurgarh, Karnal, Kundli, Panipat, Gurgaon, Faridabad and in many more, MSEs will start producing cost effective products for CPSU’s National and International Market.

The Programme was inaugurated by Sh. Tarun Bajaj, IAS, Managing Director, HSIIDC, Panchkula. In the inaugural address, Shri Bajaj stated that in today’s competitive world market, MSMEs have to accept the challenges and provide cost effective products of best quality. He also mentioned that there is also a need of continuous technological upgradation which can be done only by installing advance semi automatic and automatic/CNC machines. I am sure, from today’s programme, MSMEs of the State will understand the requirement of CPSUs like Indian Railways, National Fertilizer Limited (NFL), Indian Oil Corporation (IOC), HMT, Bharat Electronic Limited (BEL) and develop their products as per their quality standard, specification and costs. He further reiterated that through development of MSMEs only, the social and economic development is possible. He along with other dignitaries visited each stall, saw products and discuss personally their problems.

Deputy General Manager/ Asst. General Manager of State Bank of India, Canara Bank, Corporation Bank, Union Bank, Syndicate Bank, Oriental Bank of Commerce, Punjab National Bank gave presentations to the associations and MSME entrepreneurs about their credit facility/term loan available to MSMEs. Banks requested the MSME entrepreneurs to take an advantage of easy credit and reasonable rate of interest available with them.

Indian Railways, Yamuna Nagar, HMT, Pinjore, BEL, CSIO, Chandigarh ASRTU, NTPC, Indian Ordinance Factories gave presentation to the participating MSME units about their requirements, registration procedure, technical specifications and use of their products.

The valedictory function was organized on 24th Feb., 2013 at 4.00 p.m. Sh. B.K. Joshi, Director, National Bureau of Animal Genetic Research (NBAGR), Karnal was the Chief Guest of the programme. In his valedictory speech, he stated that if the economy has to grow at the rate of 8% or more, MSMEs have to play an important role by developing new products at reasonable /affordable cost. I am sure in the coming year, MSMEs who have selected their products from CPSUs will develop their productivity and will become a regular vendor.

Sh. Pradeep Ojha, Dy. Director (Mech.), MSME-DI, Karnal proposed vote of thanks. Officers and Staff members of MSME-DI, Karnal have put their best efforts in making the programme a great success. I have no hesitation in saying that without their hard work the programme cannot be so successful.

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एमएसएमई – विकास संस्थान, कर्नाटक

एमएसएमई – विकास संस्थान, कर्नाटक भारत सरकार, सूचना, लूप एवं मध्यम उद्यम मंत्रालय विभिन्न परियोजनाओं पर तकनीकी व आर्थिक परिस्थितियों पर जानकारी प्रदान करता है तथा विद्यमान इकाइयों को प्रौद्योगिकी उन्नयन, विस्तार, उपादानका में सुधार आदि विषयों पर तकनीकी व्यवसायी–योजनाक्रम, धातुक्रम, रसायन, खाद्य, औद्योगिक प्रबंधन, आर्थिक अन्वेषण तथा सांस्कृतिक आदि में मार्गदर्शन प्रदान करता है जिसके लिए संस्थान में विभिन्न तकनीकी क्षेत्रों के अधिकारी कार्यरत हैं।

संस्थान द्वारा प्रस्तुत प्रमुख विस्तार सेवाएँ

1. परामर्श सेवाएँ/मार्गदर्शन:
   यह संस्थान की एक प्रमुख गतिविधि है। इसके अंतर्गत कार्यरत एवं अवधारण उपक्रमों की तकनीकी, प्रबंधक्रम व विशेष संबंधी सहयोग के साथ साथ नई इकाइयों के प्रारंभ करने के लिए आवश्यक मार्गदर्शन भी दिया जाता है। उपक्रमों की निम्न क्षेत्रों में मार्गदर्शन उपलब्ध है:-
   - तकनीकी उत्पादन प्रक्रिया व तकनीकी का चयन
   - धीरीय मशीनों व संयंत्र तथा कच्चे माल का चयन
   - गुणवत्ता नियंत्रण, उन्नयन एवं मानकीकरण
   - उपयोग की पहचान/चयन

2. उद्योगिता एवं कौशल विकास कार्यक्रम:
   उद्योगिता एवं कौशल विकास प्रशिक्षण कार्यक्रमों का उद्देश्य उद्योगिता गुणों से युक्त व्यक्तियों की पहचान कर उन्हें आधारभूत ज्ञान दे कर स्वयं का उद्यम स्थापित करने हेतु प्रोत्साहित करना है। यह कार्यक्रम विभिन्न श्रेणियों कैसे शिक्षित बेरोजगार युवा, अन्तर्द्वन्द्व मदुमद, महिला एवं समाज के अन्य कमजोर व्यक्ति आदि के स्वयंसेवक के लिए आयोजित किये जाते हैं।
   उद्योगिता विकास कार्यक्रमों की अवधि 2 सप्ताह एवं उद्योगिता एवं कौशल विकास कार्यक्रमों की अवधि 6 सप्ताह है।
   यह कार्यक्रम पूरे राज्य में आयोजित किये जाते हैं।

3. औद्योगिक अभिप्रेरणा शिविर:
   इस कार्यक्रम के अंतर्गत स्थानीय व्यक्तियों के स्वयंसेवक करने के अवसर के लिए ज्ञान देने हेतु प्रोत्साहित किया जाता है उत्पादों जिनकी उस क्षेत्र में कार्य करके आयोजित किया जा रहा है, में संभावना है, के बारे में चर्चा की जाती है।

4. प्रबंधक्रम कार्यक्रम:
   यह कार्यक्रम सामाजिकः उद्यम परिचालित कर रहे उद्यमियों के लिए उनके प्रबंधक्रमीय कौशल में अभिव्यक्ति करने के उद्देश्य से आयोजित किये जाते हैं। इसमें मुख्यतः शामिल विषय हैं:
   - विश्लेषण प्रबंधन
   - निर्माण प्रक्रिया एवं प्रबंधन
   - सैलियल मैनेजमेंट
   - लीन (LEAN) मैनेजमेंट
   - सामान्य इंट्राप्राइज प्रबंधन

5. व्यवसाय कौशल विकास प्रबंधन:
   यह कार्यक्रम इंजीनियरिंग व प्रबंधक्रमीय पादयों के अंतर्गत विभिन्न व्यवसाय के अंतर्गत बायोक्रमीय एवं उद्योगिता के कौशल का विकास करने व उद्यमियों के क्षेत्र में तैयार करने हेतु आयोजित किया जाता है।

6. परियोजना प्रारूप/ परियोजना रिपोर्ट:
   भारतीय उद्यमियों को नई इकाइयाँ तैयार करने अथवा विद्यमान इकाइयों की गतिविधियों में विविधक्रम/विभिन्न इकाइयों हेतु परामर्श व सहायता देने के लिए संस्थान तकनीकी रूप से तैयार तथा आर्थिक औद्योगिक दृष्टिकोण से सामान्यते उद्योगिता के लिए योजना प्रारूप तैयार करने के लिए साथ साथ विद्यमान योजना प्रावधान का अध्ययन करता है। परियोजना प्रारूप/रिपोर्ट में सामान्यतया निम्न सूचनाएं शामिल की जाती हैं:
   - (1) उपयोग की पहचान (2) मशीन व उपकरण विवेचनाओं के नाम व पते (3) परियोजना का परिचय व उपयोग (4) वाजार शामिल अनुमोदन आधार उपयोग प्रक्रिया (5) मशीन एवं उपकरण (6) वैश्विक अभियान (7) आर्थिक
आधिकारिक/साविक की - सूचना से वाहनां:

(1) क्षेत्रीय विकास संभावना सर्वक्षण (2) जिला आधुनिक संभावना सर्वक्षण (3) बाजार सर्वक्षण (4) शोध संस्थान अंकड़ों का संग्रहण (5) उद्योग के आर्थिक/अन्तर्क्षण हेतु अध्ययन (6) अधिक भारतीय सूक्ष्म, लघु एवं मध्यम उद्यम संज्ञान एवं मुफ्त सर्वक्षण (7) रूपण इकाइयों की सहायता एवं पुनर्वास स नीतितात मामलों पर सलाह/मार्गदर्शन (8) बैंकों एवं वित्तीय संस्थाओं आदि द्वारा प्रदत्त सुविधाओं पर उद्यमियों का मार्गदर्शन

8 सहायता एनिमसिलर उद्यमों का विकास:
सरकारी उद्यमों/ बड़े उद्यमों से ऐसे अंकड़ों एवं पुनर्वास की जरूरत का पता लगाने के लिए संपर्क करना, जिनकी आपूर्ति सूक्ष्म, लघु एवं मध्यम श्रेणी के उद्यमों द्वारा की जा सकती है तथा एमएसएमआई के लाभाधि बेंडर डबलप्लेट प्रोग्राम, नेतृत्व-विक्रेता समस्याओं का आयोजन करना।

9 नियाम संरचना:
नियाम के विविध पहलूओं पर मार्गदर्शन देना अंतरराष्ट्रीय व्यापार मेलोड/प्रदर्शनियों में भाग लेने हेतु उद्यमियों को प्रेरित करना। उन्हें इस संचार में दो जाने वाली सरकारी सुविधाओं/प्रसाधन योजनाओं से अन्वय करना तथा उन्हें इन मेलोड/प्रदर्शनियों में प्राप्त करना। नियाम संरचनी, विभाग व्यवसाय मुंडळ, बौद्ध सम्मान अधिकार, एसपोर्ट पैकेजिंग आदि संयुक्त विभागों पर संगठित, प्रदर्शनियों एवं प्रशिक्षण कार्यक्रमों का आयोजन करना।

10 प्रोग्रामिक कोटा केन्द्र:
सूक्ष्म, लघु एवं मध्यम उद्यमों को अंतरराष्ट्रीय स्तर के गुणवत्तापुक्त उद्योग बनाने/सेवाएं उपलब्ध कराने हेतु प्रेरित करने के उद्देश्य से उन्हें अध्ययन प्रोग्रामिक की जानकारी उपलब्ध कराने के लिए संस्थान में प्रोग्रामिक स्त्रोत केंद्र संचालित है।

11 आधुनिकीकरण/प्रोग्रामिक उन्नयन सेवाओं स प्रोग्रामिक उन्नयन/गुणवत्ता सुधार/उद्यान प्रबंधन/लैन (LEAN) मेम्बरकर्चरिंग/ऑटो.यो. 9000/14001/ऊर्जा संरचना/सीएचआईएसएसआई आदि पर कार्यक्रमों का आयोजन उद्यमों का स्टेज-2 अध्ययन स आधुनिक कल्टर अध्ययन स नियाम पैकेजिंग पर कार्यक्रम आयोजित करना स आधुनिकीकरण गतिविधियों का समन्वय स डबलू वी ऑ, आई पी आर, ज्योग्राफिकल इंडिकेशन, बार कोड आदि पर जागरूकता कार्यक्रम करना स राष्ट्रीय विनिमय प्रतिष्ठार्थ कार्यक्रम लागू करना।

12 पुस्तकालय सुविधा:
संस्थान में एक पुस्तकालय है जिसमें प्रचुर मात्रा में विभिन्न तकनीकी साहित्य उपलब्ध है तथा विभिन्न उद्यानों पर परियोजना रूप रेखाओं की पुस्तकें सभी प्रकार के उद्यमियों हेतु न्यूनतम दर पर उपलब्ध हैं।

सूक्ष्म, लघु एवं मध्यम उद्यमों के लिए प्रोत्साहन योजनाएं

1. 9000/14001/HACCP प्राप्तीकरण पुनर्भुगतान योजना
गुणवत्ता प्रबंधन प्रणाली, आई.एस.ओ. 9001, पर्यावरण प्रबंधन प्रणाली (EM) ISO14001 तथा HACCP प्राप्तीकरण प्राप्त करने हेतु किए गए कुल व्यय की 75: राशि अथवा रुपये 75,000/+- में से जो भी कम हो, की प्रतिपूर्ति पुनर्भुगतान के रूप में की जाती है।

2 क्रेडिट लिंक कंप्यूटर सम्बंधी योजना (CLCSS)
इस योजना के अंतर्गत सूक्ष्म एवं लघु उद्यमों को प्रोग्रामिकी उन्नयन हेतु 15: पूंजीगत अनुदान (अधिकतम 15 लाख रु.) जो प्रोग्रामिकी हेतु एक करोड़ रु. की अधिकतम ऋण राशि पर निर्दिष्ट उद्योजक/उद्योजक हेतु राष्ट्रीयकृत एवं अन्य बैंकों के मध्य से उपलब्ध है।

3 क्रेडिट गार्टी फड्ड ट्रस्ट योजना (CGTMSE)
इस योजना के अंतर्गत सूक्ष्म एवं लघु उद्यमों को जो कि अपने उद्यम के विकास के लिए कोलेटरल सिक्योरिटी / थर्ड पार्टी
गारंटी देने में असमर्थ है, की 1 करोड़ रुपये की अधिकतम सीमा तक गारंटी मुक्त ऋण उपलब्ध है। इस योजना के तहत 5 लाख तक के कर्ज के लिए सरकार 85% तक की कर्ज गारंटी और 5% तक के लिए वार्षिक सर्विस चार्ज देना होता है।

4. विपणन विकास सहायक योजना (MSE-MDA)
इस योजना का मुख्य उद्देश्य सूक्ष्म एवं लघु उद्योगों के उत्पादों/सेवाओं को विदेशी बाजार में विपणन कराने हेतु अवसर प्रदान करना है। इसके अंतर्गत सामान्य श्रेणी के उद्योगों को जो कि चयनित अंतर्गतीय मेलों/प्रदर्शनियों में एमएसएमई प्रतिनिधियों में भाग लेते हैं, उन्हें विभाग द्वारा 50% स्थान किराए के रूप में आर्थिक सहायता तथा 75% इकोनोमी क्लास में ¼ एक व्यक्ति हेतु 1½ हवाई यात्रा का किराए की प्रतिपूर्ति की जाती है। महिला, अनुशुभित जाति एवं अनुशुभित जनजाति के उद्योगों हेतु 100% तक स्थान किराए की आर्थिक सहायता एवं हवाई यात्रा किराए की प्रतिपूर्ति की जाती है। उपरोक्त स्कीम के अंतर्गत एक उद्योग को एक वित्तीय वर्ष के अंतर्गत अधिकतम 1.25 लाख रुपये तक की आर्थिक सहायता अनुदेय है।

5. महिलाओं के लिए व्यापार संबंधी उद्यमिता सहायता और विकास योजना (TREAD)
महिला उद्योगों की समस्तों को दूर करने के लिए भारत सरकार ने व्यापार संबंधी उद्यमिता सहायता व महिला विकास योजना के नाम से एक योजना तैयार की है जिसमें ट्रेड संबंधी प्रशिक्षण एवं सूचना, उत्पादन एवं सेवा आदि से संबंधित परामर्श अथवा माध्यम से महिलाओं का आर्थिक सशक्तिकरण करना शामिल है। यह योजना गैर सरकारी संगठनों के माध्यम से बाजार विकास व वित्तीय ऋण मुहूर्त करवाती है। इसमें क्षमता निर्माण के लिए भी अनुदान दिया जाता है।

6. कलार्स विकास कार्यक्रम (सूक्ष्म एवं लघु उद्योगों के लिए)
सूक्ष्म एवं लघु उद्योगों के विकास हेतु भारत सरकार का कलार्स विकास कार्यक्रम चल रहा है जिसके अंतर्गत उद्योगों को प्रौद्योगिकी, गुणवत्ता सुधारने हेतु वित्तीय सहायता दी जाती है। साथ ही कलार्स के अंदर बवउडवेड विपसपजल बमदजात व टैंटिंग लैब आदि लगाने हेतु अगर सूक्ष्म इकाइयाँ 50% से ज्यादा है तो 90% ¼13.5 करोड़ तक ½ की सहायता दी जाती है तथा अगर सूक्ष्म इकाइयाँ 50% से कम है तो यह वित्तीय सहायता 70% ¼10.5 करोड़ दी जाती है।

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1. **Lean Manufacturing Competitiveness Scheme for MSMEs:**

The objective of the scheme is to enhance the manufacturing competitiveness of MSMEs through the implementation of Lean Manufacturing techniques like 5S System, Visual Control, Standard Operating Procedures (SOP), Just in Time (JIT), KANBAN System, Cellular Layout, Value Stream Mapping, Poka Yoke or Mistake Proofing, Total Productive Maintenance (TPM), Kaizen etc.

**Consultant Fee:** Rs. 23.50 lakh, Government of India Contribution (GOI) - Rs. 18.80 lakh (80%), MSME contribution - Rs. 4.7 lakh (20%)

**Eligibility:** A group of min. 8 or max. 12 MSME units

2. **Design Clinic Scheme for Design Expertise to MSMEs Manufacturing Sector:**

The objective of the scheme is to enhance the understanding applications of design and innovation to promote design as a value adding activity. The scheme is encouraging MSMEs to improve products design in every day use at reduced cost.

(I) **Design projects:**

(a) For individual or a group of not more than 3 MSME units: Total project cost Rs. 15 lakh, GOI contribution - Rs. 9.0 lakh (60%), MSME contribution - Rs. 6.0 lakh (40%)

**Eligibility:** Individual or a group of 3 MSME units

(b) For a group of 4 or more MSME units: Total project cost Rs. 25 lakh, Government of India contribution - Rs. 15 lakh (60%), MSME contribution - Rs. 10.0 lakh (40%)

**Eligibility:** A group of 4 MSME units or more.

(c) Design project funding for final year graduate/post graduate engineering students: Total project cost - Rs. 2.0 lakh, Government of India contribution - Rs. 1.5 lakh (75%), MSME contribution - Rs. 0.50 lakh (25%)

**Eligibility:** Individual MSME units.

3. **Marketing Assistance and Technology Upgradation Scheme to MSMEs:**

The objective of the scheme is to explore new market by using modern marketing techniques. The major activities under the scheme are:

(a) Technology Upgradation in Packaging

(b) Skill Upgradation/Development for modern marketing techniques

(c) Competition Studies

(d) Special Components for North Eastern Region (NER):

Total cost – Rs. 6.0 lakh per exhibition, GOI contribution Rs. 4.8 lakh (80%), MSME contribution- Rs. 1.2 lakh (20%). (Reimbursement towards 80% cost for 6 sq mtr. space, 80% of actual fare limited to AC II tier for one person and 80% to and fro transport charges for carrying exhibits upto Rs. 15000/- . Total reimbursement upto Rs. 75,000/- per unit)

(e) New Markets through State/District level Local Exhibitions/Trade Fairs:

Total cost - Rs. 3.0 lakh per exhibition, GOI contribution Rs. 2.4 lakh (80%), MSME contribution- Rs. 0.6 lakh (20%). (Reimbursement towards 50% cost for 6 sq mtr. space, 50% of actual fare limited to AC II tier for one person, Total reimbursement upto Rs. 20,000/- per unit but for SC/ST/Women/Physically handicapped entrepreneur, 80% of the space rent and actual fare limiting to Rs. 30,000/- per unit)

(f) Corporate Governance Practices: - Total max. cost- Rs. 0.9 lakh, GOI contribution Rs. 0.45 lakh, MSME contribution - Rs. 0.45 lakh.
(The admissible cost will cover the expenses towards consultancy charges, expenditure on legal or statutory fees on acquiring company’s structure or LLP framework).

(g) Reimbursement to ISO 18000/ 22000/27000 certification: - To the extent of 75% of the expenditure subject to a maximum of Rs. 1.00 lakh.

(The reimburse will be towards; consultant fee, certification fee, training of MSME employee etc.)

4. **Enabling Manufacturing Sector to be competitive through Quality Management Standards/Quality Technology Tools (QMS/QTT):**

(a) Awareness Campaigns: To sensitize MSEs on Quality Management Standards/Quality Technology Tools through experts. Out of total Rs. 1.25 lakh per programme, GOI contribution Rs. 79,000/- (62.5%), Remaining Rs. 46,000/- (37.5%) by participating MSEs. 25% & 50% of the cost will be collected from participating Micro and Small Enterprises.

(b) International Study Mission: - To implement Quality Management Standard/Quality Technology Tools in enterprises by visiting quality award winning enterprises abroad. Total cost Rs. 2.5 lakh per MSE (GOI contribution - Rs. 1.56 lakh (62.5%), MSE contribution – Rs. 0.94 lakh (37.5%). 25% & 50% of the cost will be collected from participating MSEs. Participation from 50% micro and 50% small enterprises is necessary.

5. **Technology & Quality Upgradation support to MSMEs:**

The objective of the scheme is to enhance competitiveness of the MSME sector through energy efficient and product quality certification.

(a) Capacity building of MSME clusters for Energy Efficiency/Clean Development Interventions and other technologies mandated as per global standards: Organizing awareness programme in adopting energy efficiency technology and clean development mechanism (CDM) in MSME clusters. Out of Rs. 1 lakh per programme, GOI contribution is Rs. 0.75 lakh (75%) subject to the actual expenditure. MSME contribution – 0.25 lakh (25%). Similarly, for cluster level energy audits and preparation of model DPR (for 3 selected enterprises), out of Rs. 9 lakh, GOI contribution is Rs. 6.0 lakh and remaining Rs. 3.0 lakh by participating units. The subsequent DPR for individual MSMEs, Govt. grant is 50% of the actual expenditure subject to a maximum of Rs. 1.5 lakh per DPR.

(b) Energy Efficient Technologies mandated as per global standards. - The GOI contribution is 25% of the project cost maximum to the extent of Rs. 10 lakh subject to there is a minimum energy saving by 15 %.

Eligibility: Individual MSME took loan from SIDBI /Banks/Financial Institutions. Subsidy reimbursement through SIDBI.

(c) Setting up of Carbon Credit Aggregation Centers (CCA) for Introducing and Popularizing Clean Development Mechanism in MSME clusters - GOI financial support to the extent of 75% of the actual expenditure subject to a maximum of Rs. 15 lakh for setting up such centre in cluster. The remaining contribution by implementing agency/SPV.

(d) Encouraging MSME to acquire Product Certification licenses from National/ International Bodies - GOI subsidy is 75% limiting to Rs. 1.5 lakh (average Rs. 0.75 lakh) subject to the actual expenditure towards licensing/marking National Standard and Rs. 2 lakh (average Rs. 1.5 lakh) for obtaining product licensing /marking to International standards. For awareness programme, GOI financial support is 75% of the actual expenditure subject to a maximum of Rs. 45,000/- per programme (average cost Rs. 50,000/-)

6. **Setting up of Mini Tool Rooms:**

The objective of the scheme is to develop more tool room facilities i.e. technological support to MSMEs, by creating capacities in the private sector for designing and manufacturing quality tools and also to provide training facilities in the related areas. Government of India contribution is 40% of the project cost or Rs. 9.0 cr. as viability gap funding, whichever is less. If SPV set up by states in partnership with private partners – 90% of the cost of machinery and equipments restricted to Rs. 9.0 crore.
7. **Marketing Support/Assistance to MSMEs (BAR Code):**

Reimbursement as govt. subsidy of one time registration fee upto maximum of 75%. Similarly, reimbursement upto 75% of annual recurring fee for 3 years paid by MSEs to GS1 India for using of Bar Coding. Details about registration with GS1 India for use of Bar Coding are available on their website www.gs1india.org

8. **Building Awareness on Intellectual Property Right (IPR) for MSME:**

The objective of the scheme is to enhance awareness among MSMEs about Intellectual Property Rights to take measures for protecting their ideas and business strategies.

(a) For awareness/sensitization programme on IPR tools such as Patent, Trade Mark, Industrial Design, Geographical Indication, Copy Right, Trade Secrets, Lay out Design for integrated circuits etc, GOI contribution is Rs.1 lakh.

(b) Patent: GOI subsidy of Rs. 0.25 lakh for domestic patent, Rs. 2 lakh for foreign patent and Rs. one lakh for GI registration.

(c) For setting up of IP facilitation centres for MSMEs, GOI subsidy is Rs. 65 lakh

9. **Support for Entrepreneurial and Managerial Development of SMEs through Incubators:**

The objective of the scheme is to promote emerging technological and knowledge based innovative ventures that seek the nurturing ideas from professionals. GOI subsidy is Rs. 2.5 lakh for upgradation of infrastructure, Rs. 1.28 lakh for orientation/training and Rs. 0.22 lakh for administrative expenses in addition to Rs. 8 lakh per idea limiting to total Rs. 66.65 lakh to each technical institutes/engineering college/tool room/PPDC etc for setting up of Incubator. The average cost per idea is between Rs. 4 lakh to 8 lakh.

10. **Promotion of Information and Communication Technology (ICT) in MSME sector:**

The main objective of the scheme is to carry out diagnostic mapping of potential clusters and motivate them to adopt the ICT tools and applications for their production & business processes, with a view to improve their competitiveness in national & international market.

The developmental outputs expected from the scheme will be:-

1) Large number of MSMEs across the country (about 5,000) will reap the benefits from the scheme.

2) ICT interventions will improve competitiveness of MSME sector resulting in enhanced export of these MSMEs and increased share in domestic and international markets.

3) The scheme will facilitate: in extending the support of basic ICT infrastructure to MSMEs; in sensitizing MSMEs with potential benefits of ICT tools and promote their adoption in the entire chain of business from procurement of raw material to after sales & service; encouragement of indigenous development of sector/cluster specific software solutions on need basis; standardization of the business processes / activities across the enterprise through ICT application; creation of knowledge networks amidst the clusters across the country to facilitate forward and backward linkages; awareness towards the adoption of business software such as ERPs, eprocurement, e-marketing etc; continuous HRD development in ICT related applications; and incentivising MSMEs and Software partners for long term partnership in ICT adoption.

The other related outcomes of the scheme for any MSME unit will be: understanding the needs and the demands of the customers; reducing total cost associated with production and delivery of personalized products; effective collaboration with all members of the value chain (Suppliers, Customers, Contractors and various other collaborators); increasing the quality of decisions at all levels in the organization through easy availability of real time information; use of ICT as a medium of communication to revamp access to the markets, and facilitating direct, faster and better transactions; and evolving internal efficiencies through more intense ICT intake and automation of procedures for cost reduction, capacity enhancement, information access, processing and collaboration.

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**Micro and Small Enterprises - Cluster Development Programme (MSE-CDP)**

(a) Preparation of DSR, GOI grant is Rs. 2.5 lakh to the consultant (Rs. 1 lakh for MSME-DIs)

(b) For soft intervention, GOI grant is 75% of the sanctioned amount of the maximum project cost of Rs. 25 lakh per cluster.

(c) For Detailed Project Report (DPR), GOI grant is Rs. 5 lakh.

(d) For Hard Intervention in the form of setting up of Common Facility Centre (CFC), GOI grant is 70% of the cost of the project of maximum Rs. 15 crore (if no. of micro units in the cluster is less than 50%). However, if (a) micro units are more than 50%, (b) NE and Hill states, (c) woman owned, (d) SC/ST, GOI grant is 90% of the total cost of Rs. 15 crore.

(e) For infrastructure development, the GOI grant is 60% of the cost of the project of Rs. 10 crore excluding cost of land. However, GOI grant is 80% for projects in (a) NE or Hill States (b) with more than 50% micro units (c) woman owned (d) SC/ST units. The GOI assistance is also available to associations of woman entrepreneurs for establishing exhibition centers for display and sale of products of woman owned micro and small enterprises at a rate of 40% of the project cost. GOI contribution is towards furnishing, furniture, fittings, generator, permanent display boards etc.

**Scheme for Capacity Building, Strengthening of database and advocacy by Industry/enterprise association:**

(a) GOI subsidy for purchasing of office furniture, computers etc. - Rs. 5.0 lakh (50% of total Rs. 10 lakh) (b) For seminar/symposium/workshop – Max. Rs. 2.0 lakh (50% of Rs. 4.0 lakh) as GOI subsidy to national level MSE association, Remaining by MSE association. Similarly, max. Rs. 1.0 lakh (75% of Rs. 2.2 lakh) as GOI subsidy to regional/state/local level MSE association. Remaining by MSE association.

**ISO 9001/14001/HACCP Certification Reimbursement Scheme:**

Reimbursement of charges to the extent of 75% of total expenditure limiting to Rs 75,000/-.  

**MSME-MDA scheme:**

(i) Participation in International Fairs /Exhibitions: Reimbursement for hiring of stall - 50 % of rent (min. 6 sq. mtr and 75% of to and fro economy class air fare. Total GOI subsidy - Rs. 1.25 lakh to individual micro or small enterprises (having EM II).

(ii) Purchase and Price preference policy: MSME units registered with NSIC under single point registration programme will get 15% price preference in central government purchase. 358 items are reserved for exclusive purchase from MSME by Central Government. Other facilities include tender documents free of cost, exemption from earnest money and security deposit.

**Credit Linked Capital Subsidy Scheme for Technology Upgradation (CLCSS):**

GOI subsidy to MSEs of Rs. 15 lakh (15 % of 100 lakh) against institutional finance for purchase of machines /equipments of improved technology from the approved list of machines available under the scheme.

**Scheme for National Award:**

With a view to recognize efforts and contribution of MSMEs, National Award is being given annually to selected entrepreneurs and enterprises under the scheme of National Award.

**Credit Guarantee Fund Trust Scheme for MSEs**

The Credit Guarantee Fund Scheme for Micro and Small Enterprises (CGMSE) was launched to make available collateral-free credit to the micro and small enterprise sector.
Both the existing and the new enterprises are eligible to be covered under the scheme. The Ministry of MSME and Small Industries Development Bank of India (SIDBI) established a Trust named Credit Guarantee Fund Trust for Micro and Small Enterprises (CGTMSE) to implement this scheme. All scheduled commercial banks (Public Sector Banks/Private Sector Banks/Foreign Banks) and select Regional Rural Banks, National Small Industries Corporation Ltd. (NSIC), North Eastern Development Finance Corporation Ltd. (NEDFL) and SIDBI have also been made eligible institutions.

The credit facilities which are eligible to be covered under the scheme are both term loans and working capital facility up to Rs.100 lakh per borrowing unit, extended without any collateral security or third party guarantee, to a new or existing micro and small enterprise.

The guarantee cover available under the scheme is to the extent of 75 per cent of the sanctioned amount of the credit facility. The extent of guarantee cover is 80 per cent for (i) micro enterprises for loans up to Rs.5 lakh; (ii) MSEs operated and/or owned by women; and (iii) all loans in the North-East Region.

The fee payable to the Trust under the scheme is one-time guarantee fee of 1.5% and annual service fee of 0.75% on the credit facilities sanctioned. For loans up to Rs.5 lakh, the one-time guarantee fee and annual service fee is 1% and 0.5% respectively. Further, for loans in the North-East Region, the one-time guarantee fee is only 0.75%.

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Government of India has announced National Manufacturing Policy with the objective to enhance the share of manufacturing in GDP to 25% within a decade and creating 100 million jobs. It also seeks to empower rural youth by imparting necessary skill sets to make them employable. Physical infrastructure, complex regulatory environment and inadequate availability of skilled manpower have constrained the growth of manufacturing in India.

Recognizing the importance of MSMEs in the manufacturing output, employment and exports of the country, the manufacturing policy incorporates a substantive package particularly for the MSME Sector.

**Incentives for MSMEs:**

1. MSMEs will be given access to the patent pool and/or reimbursement of technology acquisition costs up to a max. of Rs. 20 lakh for the purpose of acquiring appropriate technologies patented up to a max. of 5 years, prior to the date of submission of the project.

2. 25% grant to MSMEs for expenditure incurred on environmental audits subject to a max. of Rs. 1 lakh and subject to improvements/correctives effected.

3. 25% grant to MSMEs for expenditure incurred on water audits subject to a max. of Rs. 1 lakh.

4. Mandatory treatment of waste water by every industry as per CPCB and PCB norms. Units practicing zero water discharge will be eligible for 10% one time capital subsidy on the relevant equipments/systems subject to actual usage for one year and third party certification. Rebate on water cess to industries setting up wastewater recycling facilities as per Water Cess Act 1977.

5. Policy proposals for improving access to finance for MSMEs in the manufacturing sector are:
   (a) Rollover relief from long term Capital Gains Tax to individuals on sale of a residential property (house or plot of land) in case of reinvestment of sale consideration in the equity of a new start up MSME company in the manufacturing sector for the purchase of a new plant and machinery.
   (b) Tax passes through status for Venture Capital Funds (VCFs) with a focus on SMEs in the manufacturing sector. These VCFs will be required to be registered under the Securities and Exchange Board of India (Venture Capital Funds) Regulations 1996 and appropriately notified under the Income Tax Act.
   (c) Liberalization of RBI norms for banks investing in Venture Capital Funds with a focus on MSMEs in the manufacturing sector.
   (d) Liberalization of IRDA guidelines to provide for investments by insurance companies in Venture Capital Funds with a focus on MSMEs in the manufacturing sector.
   (e) Setting up of a stock exchange for MSMEs and implementation of SEBI's framework for recognition and supervision of stock exchanges/platforms of stock exchanges for MSMEs.
   (f) Easier access to bank finance through appropriate bank lending norms to be arrived at in consultation with RBI to cater specifically to the MSME sector and early stage business units.
   (g) Inclusion of lending to MSMEs engaged in manufacturing as part of "priority sector" lending.
   (h) The complete details of National Manufacturing Policy are available on the website of Department of Industrial Promotion and Policy. The URL is www.dipp.nic.in.

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Every Central Ministry/Department/ Public Sector Undertaking (PSU) shall set an annual goal for procurement from the MSE sector at the beginning of the year, with the objective of achieving an overall procurement goal of minimum 20 percent of the total annual purchases of the products or services produced or rendered by MSEs.

Out of 20% target of annual procurement from MSEs, a sub target of 4% (i.e., 20% out of 20%) will be earmarked for procurement from MSEs owned by SC/ST entrepreneurs. However, in the event of failure of such MSEs to participate in the tender process or meet the tender requirements and L1 price, the 4% sub-target for procurement earmarked for MSEs owned by SC/ST entrepreneurs will be other MSEs.

The participating MSEs in tender quoting price within the band of L1+15% will also be allowed to supply a portion of the requirement by bringing down their price to the L1 Price, in a situation where L1 price is from someone other than MSE. Such MSEs may be allowed to supply upto 20% of the total tendered value. In case of more than one such MSE, the supply will be shared equally.

Every Central Ministry / Department/ Public Sector Undertaking will report the goals set with respect to procurement to be met from MSEs and the achievement made there to in their respective Annual Reports.

The Central Ministry / Department/ Public Sector Undertaking will continue to procure 358 items from MSEs, which have been reserved for exclusive purchase from them.

For more details, please visit our website at [www.dcmsme.gov.in](http://www.dcmsme.gov.in)  
[www.msmedikarnal.gov.in](http://www.msmedikarnal.gov.in)

Our Udhmi Helpline No. 1800-180-6763 (Toll Free)
Indian Oil Corporation Ltd. is India’s largest company by sales with a turnover of Rs. 4,09,957 crores (USD 85.550 billion) for the year 2011-12. It is also the highest ranked Indian company in the prestigious 'Fortune Global 500' listing at the 83rd position in 2012.

IndianOil delivers precious petroleum products such as Petrol, Diesel, Kerosene, LPG Cooking gas and Aviation Fuels to the millions of people every day through a countrywide network of about 36000 sales points, truly fulfilling energy needs of India.

Recently IndianOil has further expanded its fast growing petrochemicals business and ventured into production and marketing of Polyolefin products such as Polypropylene & Polyethylene. The World-class Naphtha Cracker Complex and downstream polymer units were made operational in the year 2010 at Panipat. Built at a cost of Rs.14,400 Crore, it is the largest operating cracker capacity in India today and the naphtha feed for the unit is being sourced internally from IndianOil’s Koyali, Panipat and Mathura refineries. The manufacturing technologies selected for the Naphtha Cracker and Polymer units are best in the class and world renown, with designed production capacity of Polypropylene 600 KTA & Polyethylene 650 KTA.

IndianOil has launched its range of petrochemical products under the brand name PROPEL with the promise of 100% trust and 100% value. PROPEL Grades are widely accepted in the market because it offers excellent quality and consistency to the converters and produced from the plants which incorporate latest developments in instrumentation & Process control. IndianOil offers wider product portfolio of Polypropylene and Polyethylene grades with product ranging from commodity to the niche application segments. IndianOil Products are also moving beyond boundaries and well received by many neighboring countries.

So far, IndianOil has launched 14 PP grades, 15 HDPE grades & 8 LLDPE grades for various application segments and manufacturing processes ranging from Injection Molding, Blow Molding, and Rotomolding, mono/multi S layer Blown films, Cast Film, Raffia, BOPP, Nonwoven and Pipe extrusion process. Among these, some of the grades like PP injection molding, BOPP films, HDPE Injection Molding, HMHD & LLDPE Film and PP – ICP & PP-RCP grades are well established and accepted as superior quality grades by the polymer processing industry.

IndianOil grades are also well approved in FMCG/Pharma Packaging, Home Appliances and Automotive industries by sector leaders like HUL, Glaxo Smithkline, Dabur, Moserbare, Tupperware, Emami, Colgate Palmolive, LG, Hyundai, Bajaj, Hero Honda, Pidilite Industries etc

Within short span of two years from commencing of commercial production of Propel Polymers, 7 PP, 13 HDPE & 5 LLDPE grades are already approved for food contact applications as per 21 CFR, US FDA: 177.1520 & 176.170 and IS: 10146-1982 (2003). 7 PP grades are approved for RoHS compliance and PROPEL grades are also registered under REACH for supplies to European Union. Similar approvals for other grades as well as other international standard certification are in progress.

With PTA already available from PX/PTA block of our Panipat Refinery, availability of MEG (Mono Ethylene Glycol) from Naptha Cracker Unit has ensured that complete Raw material basket for manufacture of Polyester chips and its end products (such as Polyester Fibers, PET Bottles and PET flexible packaging films) is available at Panipat itself. This can result into path breaking industry development in & around Panipat which is known world-wide for its range of handloom / textile products.

IndianOil has also established a World class, state of the art “Product Application & Development Centre (PADC)” at Panipat for rendering technical services in the areas of customer support, market development & new application development.

Dr. S.S. Ray, Chief Manager, (PADC)
Ordnance Cable Factory (OCF), Chandigarh
An Overview

- Established in 1963 in collaboration with “Sumitomo Electric, Japan” for manufacture of Field Telephone Cable JWD-1, OCF is main supplier of Field Usable Cables to the Army, Navy, Air force, BSF, CRPF, Railways as well as Department of Telecommunication.
- Production started in 1963 itself.

Product Range
- Civilian Arms & Ammunition
- Weapons
- Ammunition, Explosives, Propellants & Chemicals
- Military Vehicles
- Armoured Vehicles
- Optical Devices
- Parachutes
- Support Equipment
- Troop Comfort & General Stores
- Material, Components & SPMs

Source Development And Vendor Registration
1. Registration of firms
   (a) Ordnance factories regularly identify suitable sources of supply and to periodically update the vendor list as guided by “Defence Procurement Manual” (DPM).
   (b) The detailed procedures for registration of firms are followed as mentioned in the DPM issued by M/o Defence & Supply (standing operating procedure) issued by OFB.
   (c) It is essential that the credentials of the firms applying for registration, including their financial status, the manufacturing & quality control facilities, the business ethics and their market standing are thoroughly scrutinised before registering them as an approved source of supply for a particular item.

2. Procedure for CV
   (1) On receipt of “vendor registration form” (available on OFB web site) duly filled up all the parameters, the same will be assessed by an initial assessment team constituted by Sr. GM.
   (2) On obtaining minimum marks (i.e. 80 out of max 180) qualifying for capacity verification the firm will be physically verified by a team of officers for quality survey at their firm location.
   (3) Vendor quality survey has been divided in two parts as follows:
      Part i-quality system of vendor : total marks-100
      Part ii-product specific technical capability of vendor : total marks-200
   (4) Grading of firms will be done as mentioned below based on capacity assessment/quality survey report submitted by CV team
      Total marks – 300 (Part i + ii)
      If firm > 225 marks - grade 1
      180 to 224 - grade 2
      150 to 179 - grade 3
      < 150 - firms not considered for registration certificate:

      After qualifying in capacity assessment/quality survey “registration certificate” for the particular item(s) will be issued by factory mentioning the grade & registration number.

Note
As per the directive of OFB Kolkata, firms’ vendors register for a particular item by any ordnance factories need not apply for registration to other ordnance factory for registration of same item.

Assessment fee:
   i) large & medium scale industries - Rs. 5000/-
   ii) Small scale industries - Rs. 2000/-
   iii) Authorise dealers/sale sailing agent & other categories - Rs.2000/-
### Distribution of marks

#### PART-I

<table>
<thead>
<tr>
<th>SL. NO.</th>
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<th>Marks</th>
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<tr>
<td>1</td>
<td>QMS</td>
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<tr>
<td>2</td>
<td>Management Commitment</td>
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<td>3</td>
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<td>4</td>
<td>Quality Policy</td>
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<td>5</td>
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<td>6</td>
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<td>7</td>
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<td>9</td>
<td>Provisions of resources</td>
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<tr>
<td>10</td>
<td>Human Resources</td>
<td>4</td>
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<td>11</td>
<td>Planning of Realization Process</td>
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<td>12</td>
<td>Customer Related Process</td>
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<td>13</td>
<td>Design &amp; Development</td>
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<tr>
<td>14</td>
<td>Purchasing</td>
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<tr>
<td>15</td>
<td>Production &amp; Service Operations</td>
<td>5</td>
<td></td>
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<td>16</td>
<td>Control of Measuring &amp; Monitoring</td>
<td>5</td>
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<tr>
<td>17</td>
<td>Planning</td>
<td>5</td>
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<tr>
<td>18</td>
<td>Measurement &amp; Monitoring</td>
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<tr>
<td>19</td>
<td>Control of Non-Conformity</td>
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<tr>
<td>20</td>
<td>Analysis of Data</td>
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<td>21</td>
<td>Corrective Action</td>
<td>2</td>
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<tr>
<td>22</td>
<td>Preventive Action</td>
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#### PART-II

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<tr>
<td>3</td>
<td>State of Plant &amp; Machinery</td>
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<tr>
<td>4</td>
<td>In House Process &amp; Operations</td>
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<td>5</td>
<td>Adequacy of Process</td>
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<tr>
<td>6</td>
<td>Testing Equipment In-House</td>
<td>10</td>
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<tr>
<td>7</td>
<td>Desirable test Equipments</td>
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<td>8</td>
<td>NABL Accredited Lab</td>
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<td>9</td>
<td>Adequacy of Quality Plant</td>
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<td>Carry out In-Process inspection as per Quality Plan</td>
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<td>11</td>
<td>Adequacy of Quality Control</td>
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<td>12</td>
<td>Monitoring of Performance of Instruments &amp; Machine</td>
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<tr>
<td>13</td>
<td>Requisite Qualification</td>
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<td>14</td>
<td>Sufficient Man Power in Quality Check</td>
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<td>15</td>
<td>Covered &amp; Open Space</td>
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<td>Maintenance Setup</td>
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<td>Lighting &amp; Ventilation</td>
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<td>Hygiene &amp; Sanitation</td>
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<td>Fire Fighting Arrangements</td>
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<td>First Aid Arrangement</td>
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<td>25</td>
<td>Approach to Firm</td>
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<td>26</td>
<td>ECQ Friendly Waste Disposal</td>
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</tbody>
</table>

*****
1. **GOVT. STORES PURCHASE PROGRAMME (GP):**

Micro & Small Enterprises Registered under NSIC’s GP or Single Point Registration Scheme gets the following benefits while participating in Govt. Tenders;

- Issue of Tender sets free of cost.
- Advance intimation of Tenders issued by DGS&D, Govt. Departments, PSU's etc.
- Exemption from payment of earnest money.
- Waiver of security deposit up to the monetary limit for which the unit is registered.
- 15% Price Preference to SSIs over the quoted rates of Large Enterprises.
- Issue of competency certificate in case the value of an order exceeds the monetary limit, after due verification.

2. **MARKETING SUPPORT UNDER CONSORTIA & TENDER MARKETING SCHEME:**

Micro & Small Enterprises which are not able to participate in Govt. Tenders because of their limited capacity, inadequate resource base or lack of experience in marketing their products through tenders; are helped in procuring and executing such tenders for bulk supplies on behalf of individual MSE’s or by forming consortia thereby easing out marketing problems of small enterprises with the following additional benefits:

- Participation in large tenders through consortium & procurement of orders.
- Enhanced business volume to help MSEs to achieve maximum capacity utilization.
- Financial Assistance & other support services of NSIC.

3. **NSIC-BANK CREDIT FACILITATION SCHEME:**

To meet the credit needs of MSMEs, NSIC has tied up with 14 commercial banks namely United Bank of India, UCO Bank, Karur Vyasa Bank, Oriental Bank of Commerce, YES Bank, Axis Bank, Central Bank of India, State Bank of Maharashtra, Chinatrust Commercial Bank, Bank of India, State Bank of Hyderabad, HSBC, Bank of Baroda & Indus Ind Bank. The arrangement envisages forwarding of loan applications of MSMEs to these banks without charging any cost of MSME's along with the following benefits:

- NSIC helps in completing the proposals with documentation & forward the same to any of the above banks of unit’s choice for facilitation of them loan & working capital facilities etc. Thereby reducing the cost of time.
- The Existing borrowing units can also avail loan facilities by shifting from their existing bank to another bank suiting their credit requirements.
- The accredited small enterprises under Performance & Credit rating Scheme of NSIC will stand at a good chance to get the credit from above bank at liberal rates.

4. **RAW MATERIAL DISTRIBUTION TO MSME’s:**

To help MSME’s procure Raw Material from the right place at the right price, NSIC has ties-up with major bulk producers namely NALCO, BALCO, SAIL, RINL etc. for distribution of their material to MSME’s. MoU discount and bulk Qty. discounts available to NSIC are passed on
to MSMEs, thus bringing down their cost of raw material and finally the price of their finished goods.

NSIC, also facilitate the Industry by opening godowns in Industrial Areas for distribution of material of major bulk producers. The Raw Materials like Aluminum, Iron & Steel, Paraffin Wax, Copper, Urea, Coal etc. are available to the units near to their works, thus reducing their inventory cost. The major benefits available under the scheme are as follows:

• The Material available to manufacturer's rate.
• Raw material readily available and even in small quantities.
• Various discounts are available on lifting the different raw materials.
• Short term finance available at simple rate of interest.

5. FINANCING OF RAW MATERIAL PROCUREMENT BY MSME's:
Micro, Small & Medium Enterprises can avail assistance under our specially designed Raw Material Assistance Scheme—"Financing for procurement of Raw Material" at simple rate of interest on reducing balance. The special features of this scheme are:

• Short term finance for 90 days.
• Concession in rate of interest from 0.5% to 1% depending on unit's rating under Performance & Credit Rating Scheme of NSIC.

6. INCREASE YOUR BUSINESS THROUGH E-MARKET PLACE:
E-MARKET PLACE (URL: www.nsicindia.com) is a one-stop, one-window bouquet of aids that provides information on business, technology, finance and the core competence of Indian MSME's. E-Market NSIC provides:

• Tender & Trade Information.
• Banner display on NSIC's Website.
• Access to a wide range of technologies from India and abroad.

7. PERFORMANCE AND CREDIT RATING SCHEME:
75% SUBSIDY in the fee (subject to maxi of Rs. 40,000/-) provided by NSIC on Performance and Credit Rating of Small Enterprises to enhance their credit worthiness in order to avail timely credit from banks with lower interest rate. SSI may choose any rating agency of its choice among CRISIL, ONICRA, SMERA, CARE, FITCH, ICRA, Brickwork Ratings.

8. MARKETING INTELLIGENCE CELL (MIC):
MIC (URL: www.msmeintelligence.com) collects and disseminates both domestic as well as international marketing intelligence for the benefit of MSME's. In addition MIC, also maintains database on the following:

• Bulk Buyers in Govt./Public Sector Undertakings.
• Rate Contracts of various Govt. Department and PSUs.
• Indian Exporters to various Countries with Products.
• International Buyers with Products.
• Technology Suppliers & Projects for MSMEs.(E-mail: mic@nsic.co.in)

9. Support for Entrepreneurial and Managerial Development of SMEs through Incubators:
The objective of the scheme is to promote emerging technological and knowledge based innovative ventures that seek the nurturing ideas from professionals. GOI subsidy is Rs. 2.5 lakh for upgradation of infrastructure, Rs. 1.28 lakh for orientation/training and Rs. 0.22 lakh for
administrative expenses in addition to Rs. 8 lakh per idea limiting to total Rs. 66.65 lakh to each technical institutes/engineering college/tool room/PPDC etc for setting up of Incubator. The average cost per idea is between Rs. 4 lakh to 8 lakh.

10. **Promotion of Information and Communication Technology (ICT) in MSME sector:**

The main objective of the scheme is to carry out diagnostic mapping of potential clusters and motivate them to adopt the ICT tools and applications for their production & business processes, with a view to improve their competitiveness in national & international market.

The developmental outputs expected from the scheme will be:-

1) Large number of MSMEs across the country (about 5,000) will reap the benefits from the scheme.

2) ICT interventions will improve competitiveness of MSME sector resulting in enhanced export of these MSMEs and increased share in domestic and international markets.

3) The scheme will facilitate:
   - in extending the support of basic ICT infrastructure to MSMEs;
   - in sensitizing MSMEs with potential benefits of ICT tools and promote their adoption in the entire chain of business from procurement of raw material to after sales & service;
   - encouragement of indigenous development of sector/cluster specific software solutions on need basis;
   - standardization of the business processes / activities across the enterprise through ICT application;
   - creation of knowledge networks amidst the clusters across the country to facilitate forward and backward linkages;
   - awareness towards the adoption of business software such as ERPs, eprocurement, e-marketing etc;
   - continuous HRD development in ICT related applications; and
   - incentivising MSMEs and Software partners for long term partnership in ICT adoption.

The other related outcomes of the scheme for any MSME unit will be:
   - understanding the needs and the demands of the customers;
   - reducing total cost associated with production and delivery of personalized products;
   - effective collaboration with all members of the value chain (Suppliers, Customers, Contractors and various other collaborators);
   - increasing the quality of decisions at all levels in the organization through easy availability of real time information;
   - use of ICT as a medium of communication to revamp access to the markets, and facilitating direct, faster and better transactions; and
   - evolving internal efficiencies through more intense ICT intake and automation of procedures for cost reduction, capacity enhancement, information access, processing and collaboration.

*****
Indian Railways
Types of Store/material required by Indian Railways

- Diesel & Electric locomotive spares.
- Coaches & wagon spares.
- Traction, Over-head equipment, Railway track electrification items.
- Train lighting, Air-conditioning & General electric items.
- Railway signaling & Telecommunication items.
- Machinery & Plants and spares.
- Water supply pipes & fittings, Sluice valve etc.
- Paint & Varnish Brushes, Brush barometer, Brush Commode etc.
- Drills Twist Parallel & Taper shank.
- Files – Bartered, smooth, half round, round, triangular etc.
- Crockery Cuttelary.
- Bolt & Nuts, Fasteners, Rivets, Screws, split pins etc.
- Steel wire ropes, steel shots, hinges, Tower bolt etc.
- Raxian Blue, Brown, PVC flooring upgraded Blue & Brown, Grey, Hand Gloves Leather, FR Curtain clothes and Tapestory cloth. Laminated Sheet (Sunmica) Stone dust Grey, Brown marvel, Yellow, Sangrilla, Blue etc.
- Electrodes & other molding equipment.
- Paints & Varnish.
- Furniture Steel Tale, Chairs, Rades etc.
- Clothing – Uniform cloth, Curtain cloth etc.
- Chemicals.
- Stationery items.
- Glass sheet, complete window with glasses, Toughened glass, NFTC Sheds.
- Bearings
- Steel Items- Sheet, Plates, Angle, Channels, Rounds etc.
- Non-ferrous items – Aluminum Mouldings, Brass, Copper rods etc.
- Timber items like – Plywood, Boards, Sleepers, Comp Boards, Slates etc.

*****
## DETAILS OF NATIONALISED BANKS PARTICIPATED IN NVDP

<table>
<thead>
<tr>
<th>S. NO.</th>
<th>NAME OF BANK</th>
<th>ADDRESS</th>
<th>CONTACT PERSON</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>State Bank of India</td>
<td>Main Branch: Mall Road, Shakti Colony, Karnal</td>
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<tr>
<td></td>
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<td>0184-2272043/2271330/5047367/2274765</td>
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<tr>
<td>2.</td>
<td>Corporation Bank</td>
<td>Zonal Office:Chandigarh [Zone Code:8818] SCO, 54-55, Sector 9 D, Madhya Marg, Chandigarh - 161 017 Tel: DGM: 0172 2743525, AGM:2747916, CM:2748127, FAX: 0172 2743561 Email:<a href="mailto:cb8818@corpbank.co.in">cb8818@corpbank.co.in</a></td>
<td>Zonal Head: Shri V. S. Kathikeyan Deputy General Manager</td>
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<tr>
<td>3.</td>
<td>Syndicate Bank</td>
<td>NETAJI SUBHASH MARKET, COMMITTEE CHOWK, KARNAL</td>
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<tr>
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<td></td>
<td>(0184)-271861, 2271861</td>
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</tr>
<tr>
<td></td>
<td></td>
<td>Email ID <a href="mailto:ha.8250karnal@syndicatebank.co.in">ha.8250karnal@syndicatebank.co.in</a></td>
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<td>4.</td>
<td>Union Bank of India</td>
<td>Old G.T.Road, Near Ambedkar Chowk,, Karnal, Haryana, Phone : 0184 -2271821, 2271037, Fax 0184 -2271037, 0184-2271037</td>
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<tr>
<td>5.</td>
<td>Punjab National Bank</td>
<td>Regional Office, Sector 12, Karnal</td>
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<td>6.</td>
<td>Canara Bank</td>
<td>CANARA BANK CIRCLE OFFICE, P O NO.22, BAY SITE -17-18, SECTOR-12 KARNAL- 132 001, HARYANA</td>
<td>Sh. B.R. Tripathi AGM</td>
</tr>
<tr>
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<td>8.</td>
<td>Oriental Bank of Commerce</td>
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<td></td>
<td>Phone: 0184-2267912</td>
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</tbody>
</table>

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At Oriental Bank of Commerce, we realize the entrepreneurial passion that drives your MSME. We acknowledge the power of your potential by extending customized loan schemes, each designed with the Oriental Bank assurance of convenience. On our part, we help MSME help themselves...thus contributing responsibly and substantially to the Indian economy.

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e-mail: smeocskar@canarabank.com

SME Sulabh Faridabad
Canara Bank, Neelam Bata Road, 0129-2410521
e-mail: ch3936@canarabank.com

Save Trees. Save Water. Save Environment

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SyndMSE - CREDIT FACILITIES FOR MICRO & SMALL ENTERPRISES (MSE)

- **Purpose**: To meet the credit requirements of all Micro and Small Enterprises (MSE) in Manufacturing and Service sector.
- **Eligibility**: All borrowers under Micro and Small Enterprises (MSE) including Retail Trade classified under MSE.
- **Nature of Facility**: Overdraft/Loans, Bill Limits, LCs/BGs offered in one package within a predetermined overall limit.
- **Security**: Only primary security/mortgage of land and building associated with the business for accounts eligible for coverage under CGMSE, for others accounts not covered under CGMSE collateral security of appropriate value.
- **Guarantee**: No third party guarantee for credit facilities eligible for coverage under CGMSE.
- **Minimum Margin**:
  - Upto ₹ 25000 - Nil
  - Above ₹ 25000 & upto ₹ 100 Lacs - 15%
  - Above ₹ 100 Lac - 20%
- **Interest Rate**: Interest Rate starts from as low as BR+ 0.50%
  - For latest BR/Interest rate visit our Website.
  - Tenor premium of 0.25% applicable on all Term Loans
  - Micro Enterprises will get a rebate of 0.50% in rate of interest for prompt repayment.
  - Service charges & Documentation charges - As applicable.

**SPECIAL SCHEMES**:
- Weavers Credit Card (WCC) are issued for loans granted to weavers credit limit up to ₹ 2.00 lacs.
- Syndicate Laghu Udyami Credit Card (SLUCC) are issued for credit limit upto ₹ 10 lacs.
- Syndicate Laghu Udyami Artisan Credit Card (SLU-ACC) are issued for all loans granted to Artisans upto ₹ 10 lacs.
- Door step banking facility provided for recovery of loan installment through Pigmy Deposit for loan limit upto ₹ 4.00 lacs.

**Repayment**:
- Maximum Repayment period of 7 to 10 years including moratorium period.

For details, contact our nearest Branch or Regional MSME Care Centre or visit our website www.syndicatebank.in
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- Loans for Working capital & Term Loan.
- Loans for Micro and Small enterprises engaged in manufacturing & services.
- Security: Asset created and unencumbered assets relating to the business, under finance.
- No collateral security, including third party guarantee.
- Bank will bear the Guarantee Fee and Annual Service Fee.

NO PROBLEM.

SBI SME COLLATERAL-FREE LOANS WITH CGTMSE GUARANTEE COVERAGE.*

What's more, the guarantee fee is paid by the bank!

FOR FURTHER DETAILS AND LATEST MSME SCHEMES CONTACT NEAREST STATE BANK OF INDIA BRANCH OR STATE BANK OF INDIA, REGIONAL BUSINESS OFFICE, G.T. ROAD PANIPAT.
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TOLL FREE: 1800 4253 800 / 1800 1122 11 (BSNL)
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- 34 -
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- Trailer Fire Pumps
- Foam / Water Monitors
- DCP Trolleys
- LCV Mounted Small Fire Tenders
- Water Bowsers
- Back Pack Water Mist
- 600Ltr. Tank with Pump Driven Unit
- Pump Driven Unit-Petrol Pump
- 50Lts. Mobile Unit
- Fire Fighting Motorcycle BMW-R 1200RT
- Oil Tankers
- High Pressure Fire Fighting Modules
  (Chassis / Trailer Mounted)
- Recovery Break Down Vans
- Accessories
- Equipments
- Rescue Tools

MEMBER

Contact Persons:

Gurpreet Singh  
Managing Partner  
09811037267

Rajesh Kumar  
Quality Manager  
09818731205

Works:  
Plot No.191-192, Udyog Vihar,  
Delhi Rohtak Road, Sankhol,  
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Tel. No.: +91-1276-214868, 241865  
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The Association of State Road Transport Undertakings (ASRTU) is the apex coordinating body representing 62 State Transport Undertakings (STU's) in India. The STU's operate 1.47 lakh buses serving 70 million passengers everyday and provide gainful employment to 0.8 million people.

The member STU's purchase spares worth Rs.800 crores a year on the basis of contracts finalized by ASRTU with nearly ---- manufacturers.

ASRTU, as a coordinator, establishes Rate Contracts/Trial Rate Contracts/Long Term Rate Contracts with quality automotive spare parts manufacturers on behalf of all member STU's. On the basis of rates, terms and conditions finalized by ASRTU, the member STU's procure automotive spare parts directly. So far, ASRTU has finalized nearly 400 contracts for 76 groups of items.

ASRTU, which has grown along with its members, has initially been concentrating on procurement of quality spares at the most reasonable price. With the creation of the Central Institute of Road Transport (CIRT) under the ASRTU, quality assurance of components and development of their specifications through the process of reverse engineering were brought in as additional common facilities for the members. Besides the huge Infrastructural facilities, the CIRT an ISO 9001 institution is equipped with sophisticated automobile component testing laboratories recognized by the Bureau of Indian Standards for testing a wide range of automobile components. ASRTU relies on the test reports of CIRT while awarding contracts to automobile component manufacturers. The joint endeavor of ASRTU and CIRT for monitoring the quality of auto parts has stood the test of time and has become an indispensable input for upgrading quality and ensuring Cost-effectiveness.

With a view to serve the members more effectively by providing them with a wider choice of quality suppliers at the most competitive rates, ASRTU has always been, encouraging new suppliers to come under the ASRTU Contracts umbrella for effecting supplies of spares to the member STU's. For this purpose, ASRTU has introduced a Vendor Development Registration Scheme (VDRS).

ASRTU is maintaining a Website at http://www.asrtu.org. At this site, one can have access to more information on ASRTU and CIRT, their activities, physical and financial performance of STU's for the past five years, items on RC, Names, Addresses & other important details of the present RC holders and about their products.

Award of Contracts - Procedural Outlines.

ASRTU at the time of finalization of Contracts with established manufacturers, inter-alia, follows the process given below.

All contracts are finalized by a permanent Committee called Standing Committee (Supplies & Contracts) shortly, SC(S&C) constituted by the General Body of ASRTU every year at its Annual General Meeting. This Committee consists of the Chief Executives of all member undertakings and expert members in Engineering, Stores and Finance. It functions through its Secretariat headed by the Director (Technical) who is the ex-officio Secretary to the Committee.

On behalf of the member STU's, the Secretary, SC (S&C) invites tenders for Auto Parts and other accessories applicable for Tata and Leyland Passenger vehicles and also for other general items such as Paints, Tire Retreading Materials, Tyres, Tubes, Flaps etc. Tenders are invited according to a calendar for specific groups of items once in two years for each group through advertisements in leading English newspapers. The notice inviting tenders is also published in Indian Trade Journal (ITJ). Notices are also sent to those firms who had quoted for the specified groups of items in the previous tender enquiry/registered under ASRTU's
Vendor Development Registration Scheme, purely as a matter of courtesy.

- The SC (S&C) meets periodically and decides on the tenders received and establishes contracts for a period of two years or as the case may be. It also has a system of contracts for longer periods with established/manufacturers/original equipment suppliers as per the norms laid down.

- The SC (S&C) also constitutes different Sub-Committees as may be needed to facilitate its decision making such as Sub-Committee on Oils, Sub-Committee on Aluminium Sheets and Sub-Committee on Policies, etc. apart from the permanent Sub-Committees on Price Revision, claims and specifications.

- As a prerequisite, any firm, which wishes to come on contract with ASRTU has to participate in the tender enquiry. The firm has to purchase the tender documents related to its products when it is on sale and submit the same, duly completed in all respects, on or before the due date and time.

- The SC(S&C) decides on the tenders and establishes contracts with such selected renderers.

- ASRTU establishes the Contracts with quality automotive spare parts manufacturers only.

- ASRTU contracts are established on the ASRTU specifications which are finalized by the "Specifications Sub-Committee". For the items for which ASRTU specifications are not available, the contracts are established on BIS specifications, O.E. specifications etc.

**Consideration of tenders**

- The SC (S&C) decides individual tenders based on well laid down principles, policies, procedures and practices which enhances the value of the Contracts. In the case of existing contract holders, the quality of their supplies, field performance, ability to supply within delivery schedules, terms of payment, prompt payment of rebate, test results etc. are considered.

- The tenders of new entrants and the firms not approved for a particular sub-group of main group of items application-wise (Tata & Leyland separately) are placed before the SC (S&C) for consideration only after receipt of works inspection report and required number of test reports. If the items quoted by the firm are not being currently tested at CIRT, Pune then the tenders of new entrants are considered on the basis of Works Inspection Reports and field performance reports received from STU's. If the requirements of works inspection and testing are not completed at the time of consideration of tenders then such tenders are considered only after a lapse of one year i.e. in the 3rd successive meeting of SC (S&C).

- The tenders of new entrants, who are Original Equipments (O.E.) Suppliers to M/s Ashok Leyland Ltd., M/s Tata Motors Ltd. and TS-16949 certified suppliers for the items covered in the tender schedule, are placed before the SC (S&C) without the pre-requisites of works inspection reports and test reports and the same would be carried out simultaneously during the contract period.

- For finalization of tenders and award of contract to any manufacturer, the SC(S&C) considers following aspects amongst others:
  - The Works Inspection Report establishing the capacity and capability of the firm to manufacture requisite quality spares on a sustainable basis. The Works Inspection is carried out by a designated team of officials on behalf of ASRTU, to assess the financial soundness, besides production and inspection facilities of the firm. As per the norms of works inspection, the firm must have certain minimum in house manufacturing, testing and inspection facilities.
  - The quality of the firm's products as reflected in the Laboratory tests conducted at CIRT, Pune or any other Laboratory approved by the SC (S&C).
  - As per the policy, test reports as per requirement shall be available for the products/materials under each Group/Sub- groups application-wise (i.e. Tata and Leyland) tested from
production line/out of supplies to STU's for consideration of the Tender.

The field performance reports on the products of the firm given by the members to whom the firm has effected supplies.

Vendor Development Registration Scheme (VDRS)

- VDRS envisages advance action towards inspection and evaluation of a firm's capabilities to supply quality automobile spares on sustainable basis well before establishment of a formal contract between the firm and ASRTU.
- The scheme provides sufficient lead time for both the parties for the above work besides providing for rectification of deficiencies if any in the firm’s facilities and for re-evaluation of the same by the ASRTU.
- Any firm desirous of entering into contract with ASRTU can register itself under Vendor Development Registration Scheme (VDRS) to complete the pre-requisites of consideration of tenders i.e. Works Inspection and Testing of random samples.
- Under the VDRS, ASRTU arranges inspection of the firm’s works and testing of the manufacturer’s products at CIRT, Pune. The test charges as per the applicable rate schedule of CIRT are to be paid by the manufacturers. The cost of material, packing, forwarding & transportation charges etc. of sealed samples are borne by the firm.

A step by step procedure for registration under VDRS is described here in below:

- For registration under VDRS, the firm shall submit an application on its letter head, requesting ASRTU for supply of necessary formats for the purpose (necessary documents, specifications etc.).
- The firm has to indicate its products range and identify products for which it seeks registration under the scheme.
- This application has to be accompanied with a demand draft of Rs. 5000/- or as specified by ASRTU in favour of “The Executive Director, ASRTU, New Delhi payable at New Delhi. Demand Draft details such as Demand Draft no., date, amount and name of the Bank, need to be mentioned in the application.
- The application be submitted at the address mentioned at para 7.0 of this Section.

On receipt of the application and demand draft, the ASRTU shall despatch the following documents at its registered office address or as desired

- Vendor Development Registration Scheme booklet.
- VDRS Registration Application Form.
- Works Inspection Proforma.
- Schedule of relevant Items.
- Set of relevant ASRTU Specifications and test charges applicable sub-group wise.

After studying the documents, the firm should carefully fill-up all the formats giving full details against every item and submit the same to ASRTU for further processing. The following documents need to be submitted by the firm at this stage.

- VDRS Registration Application Form duly filled-in.
- Works Inspection Proforma in duplicate duly filled-in.
- List of manufacturing machinery/equipment installed and working (in Annex-I of the works inspection proforma).
- Details of testing and inspection facilities available (in Annexure-II of the works inspection proforma).
• Copies of the relevant documents as per the check list provided with the works inspection proforma.

• List of items manufactured for Tata and Leyland bus applications along with part number (wherever applicable) or general items used for maintenance of buses, as the case may be.

• Works inspection charges of Rs. 2000/- or as specified by ASRTU per factory per location by way of demand draft drawn in favour of "The Executive Director, ASRTU" payable at Delhi along with works inspection proforma duly filled-in (the demand draft details such as demand draft number, date, amount and name of the Bank be mentioned in the application form).

• Testing charges as applicable at the time of submission of documents to this office, be sent by way of demand draft drawn in favour of "The Executive Director, ASRTU, New Delhi" payable at New Delhi, (the demand draft details such as demand draft number, date, amount and name of the Bank be mentioned in the application form).

• After receipt of the works inspection charges and test charges, ASRTU will arrange for inspection of the works and collection and sealing of samples, for testing, from the production line of the firm.

• The sealed samples shall be sent to the Director, Central Institute of Road Transport, Pune-Nasik Road, Bhosari, Pune - 411 026 by the firm at its own cost.

• As per the policy, requisite test reports shall be available for the products under each group/sub-group, tested from production line at the time of consideration of the tender by the SC (S&C). Samples of different items (generally specified by ASRTU) need to be offered by the firm from each subgroup for this purpose.

• If samples of same item (when different items are not available) are offered then the samples are to be sealed from different batches of production on different dates maintaining a minimum gap of 30 days between the two samples.

• Procedure for sample collection & despatch on behalf of ASRTU.

• The random samples, on behalf of ASRTU, from production line are to be collected and sealed by ASRTU/STU Officers in the presence of the Manufacturer/his representative.

• The random samples are to be jointly sealed by the representative of STU/ASRTU and the Manufacturer/his representative.

• The samples shall be sent directly to the Director, Central Institute of Road Transport, Pune Nasik Road, Bhosari, Pune - 411 026 at the cost of the firm under intimation to the Assistant Director (Testing), ASRTU.

• The firm shall take care of following points for despatch of samples to CIRT, Pune.

• Firm shall mention following details in its letter while sending the samples to CIRT, Pune under intimation to the Assistant Director (Testing), ASRTU.

• Original ASRTU letter no. & date for testing of random samples of their products/materials.

• Sample Test order number.

• Details of samples sealed along with part nos. (wherever applicable), specification no. and quantity.

• Details of Test Charges sent/to be sent to ASRTU New Delhi/CIRT, Pune.

• Seal & signature of the Officer(s) must be distinctly visible on the sample/carton while sending the random samples.

• The samples which have been sealed be sent to Director, CIRT, Pune within 15 days of sealing by STU/ASRTU Officers.

• The parcels of sealed samples are sent by Courier/Road Transport on door delivery basis to CIRT, Pune.
Freight is prepaid at the Consigner’s end.

Despatch documents shall invariably include a Delivery Challan/Note.

The Consignment note or way bill or lorry receipt as well as the delivery note or challan would invariably be marked “sample for destructive testing only and item of no commercial value” or a separate certificate to this effect be sent with the consignment.

CIRT, Pune has been exempted from payment of octroi duty by Pimpri Chinchwad Municipal Corporation in whose locality the Institute is located. For issue of octroi duty exemption certificate, the Transporter may be asked to contact CIRT’s "Customer Service Section”.

As per the procedures laid down, the samples once sent for testing to CIRT, will not be returned to the Manufacturer.

Copies of sample test reports received from CIRT, Pune/ any other details as considered by the ASRTU shall be communicated to the firm for necessary corrective actions.

Should re-inspections of the firm's facilities be requested by the firm after rectification of the deficiencies etc., ASRTU shall organise re-inspection of the firm's works on receipt of a request from the firm in writing for this purpose and the re-inspection charges of \textbf{Rs.2000/- per Procurement/per location} or as specified by ASRTU, in the form of demand draft drawn in favour of "The Executive Director, ASRTU, New Delhi” payable at New Delhi,

The test reports and works inspection reports remain valid for a period of three years from the date of testing and two years from the date of inspection respectively.

In case Works Inspection Report is satisfactory and the products pass the prescribed laboratory tests then ASRTU would request member STU's to consider placement of trial orders on the firm and report the field performance of the firm's products.

The firms so registered under VDRS are expected to have an advantage of reduced lead time requirement for completing the requisite conditions for consideration for award of ASRTU contracts.

Although registration under the VDRS is not a prerequisite for participation in ASRTU tenders as and when called for, the firms registered under VDRS would be informed with such notice inviting tenders. Non receipt of such information, however, will not exempt the firms for any of the requirements of the tenders. Every firm intending to participate in the tender enquiry should invariably remain up-dated about the issue of such tender notice through newspaper or otherwise.

\textbf{Types of Stores material required by ASRTU}

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<tr>
<th>Srl. No.</th>
<th>Item</th>
<th>Item Code</th>
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<tbody>
<tr>
<td>1</td>
<td>Adhesive And Single Component Anaerobic Adhesive</td>
<td>08500</td>
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<td>2</td>
<td>Air Filter</td>
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<td>3</td>
<td>Air Filter</td>
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<td>4</td>
<td>Air Filter, oil Filter &amp; Diesel Fuel Filters (oe)</td>
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<td>5</td>
<td>Aluminium Extruded Section &amp; Al. sheets</td>
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<td>6</td>
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<td>7</td>
<td>Auto D. B. Instmnt, Flexible Drive Shafts, Swtch &amp; Flashers</td>
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<td>8</td>
<td>Auto Electrical Parts</td>
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<td>9</td>
<td>Automobile &amp; Halogen Bulbs</td>
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<td>11</td>
<td>Automotive Lights &amp; Rear View Mirror</td>
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<td></td>
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<tr>
<td>12</td>
<td>Automotive Lights &amp; Rear View Mirror (O.e)</td>
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<td>13</td>
<td>Axle Shaft</td>
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<td>Ball &amp; Roller Bearings</td>
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<td>Brake &amp; Brake Parts</td>
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<td>18</td>
<td>Brake Linings &amp; Clutch Facings And Their Rivets</td>
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<td>19</td>
<td>Bumper &amp; Cowl</td>
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<td>Centralised Vehicle Chassis Lub. system (on-board)</td>
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<td>21</td>
<td>Centrifugal Lube Oil Cleaner</td>
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<td>22</td>
<td>Cleaning &amp; Etching Chemical</td>
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<td>Clutch &amp; Clutch Parts (oe)</td>
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<td>Coolant For Radiator As Per Asrtu Specification</td>
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<td>26</td>
<td>Coolant For Radiator(oe)</td>
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<td>27</td>
<td>Cylinder Liners</td>
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<td>28</td>
<td>Cylinder Liners (oe)</td>
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<td>Diesel Tank</td>
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<td>30</td>
<td>Electric Horn</td>
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<td>Engine Valves, valve Guides &amp; Inserts</td>
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<td>Erw Steel Tubes</td>
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<td>Exhaust Pipe &amp; Silencer Mufflers</td>
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<td>35</td>
<td>Fan Belts</td>
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<td>Fastners</td>
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<td>38</td>
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<td>39</td>
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<td>40</td>
<td>Fuel Injection Pump Parts &amp; Comp.</td>
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<td>Fuel Pressure Pipes (i.p.) Leak Off Pipes &amp; Other Pipe Lines</td>
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<td>42</td>
<td>Gasket</td>
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<td>Hinges &amp; Door Locks</td>
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<td>Hiring Of King Long Buses</td>
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<td>Hubs &amp; Brake Drums (oe)</td>
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<td>Lub. oil, gear Oil &amp; Greases</td>
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<td>Luxury Passanger Seat &amp; Driver Seat Assy.</td>
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<tr>
<td>60</td>
<td>Malleable Components</td>
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<td>61</td>
<td>Oil Seals (oe)</td>
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<td>Paints</td>
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<td>Piston Assy &amp; Rings</td>
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<td>Polyurethan &amp; Rubbersied Coir Foam</td>
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<td>Prop. Shaft &amp; U. J. Cross Assy. &amp; Components (oe)</td>
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<td>Pvc &amp; Foam Leather Cloth</td>
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<td>Radiator</td>
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<td>Rivets (blind &amp; Solid) And Multigrip Al. rivets</td>
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<td>Thinwalled Bimetal Bearings</td>
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<tr>
<td>81</td>
<td>Tyre, Tube &amp; Flaps</td>
<td>08600</td>
</tr>
<tr>
<td>82</td>
<td>U-bolt, Centre Bolt &amp; Their Nuts</td>
<td>04800</td>
</tr>
<tr>
<td>83</td>
<td>Water Pump Assy, kits &amp; Parts</td>
<td>00400</td>
</tr>
<tr>
<td>84</td>
<td>Welding Electrodes &amp; Tin Solder</td>
<td>06700</td>
</tr>
<tr>
<td>85</td>
<td>Wheel Stud, wheel Bolt Wheel Nuts</td>
<td>04700</td>
</tr>
<tr>
<td>86</td>
<td>Wiper Motors, Arms &amp; Blades</td>
<td>03600</td>
</tr>
</tbody>
</table>

*****
Bharat Sanchar Nigam Limited (BSNL) at a Glance

- Bharat Sanchar Nigam Ltd. formed in October, 2000 as a corporation from the erstwhile department of DTS/DTO. It has its Corporate Office at New Delhi with Territorial Circles, Maintenance Regions and Project Circles, and Special Circles spread all over India. BSNL also has its Telecom Factories. Company is providing comprehensive range of telecom services in India: Wire line, CDMA mobile, GSM Mobile, Internet, Broadband, Carrier service, MPLS-VPN, VSAT, VoIP services, IN Services etc.

- BSNL is the only service provider, making focused efforts and planned initiatives to bridge the Rural-Urban Digital Divide in ICT sector. In fact there is no telecom operator in the country to beat its reach with its wide network giving services in every nook & corner of country and operates across India except Delhi & Mumbai.

Procurement Procedure in BSNL

BSNL’s aim is to procure the material of the specified quality, at the most competitive rates, in a fair, just and transparent manner. Procurement is an important activity in BSNL as about 50% of its budget is used for procurement of materials. This is all the more necessary as BSNL is facing increasing competition in all types of services and has to respond quickly for procurement of materials as well as its utilization so as not only to keep its market share in the emerging telecom scenario but also to expand and acquire new market segments.

The procurement is done at two levels viz.

- BSNL Corporate Office (For Centralised Items)
- Telecom Circle H/Q (For Decentralised Items)

The procurement of materials in BSNL Corporate Office is done for high value critical equipments such as large size switching equipment, transmission equipment, PIJF U/G Cables, WLL equipment & terminals and new technology equipments etc.

Decentralized items are procured by Telecom Circles. In addition, CGM Telecom Stores, Calcutta has been entrusted with the procurement of following items to meet the requirement of North-East Circle3:

- Batteries & power plants.
- Line & Wire materials

Methodologies used for procurement in BSNL

With the formation of BSNL as a corporate entity in a Liberalized Telecom Market where BSNL has to compete with a large number of competitors, it is imperative for BSNL to serve in the competitive environment. Thus, not only the cost and time factor is required to be taken into consideration but at the same time the cost of opportunity lost due to long gestation period of procurement and implementation is also to be taken into consideration i.e., the business opportunity is also one of the most important factors for implementation of any such venture/project. Hence, under such circumstances, it is essential to take an overall view for cost of material, time for procurement, method of procurement as well as business opportunity for any such venture/project. In such a situation, the Management Committee/BSNL Board may decide the methodology to be adopted for such procurement taking into consideration cost, time as well as business opportunities as situation warrants.

In addition to open tendering, the following methodologies can be adopted:

- Negotiation route
- Limited tender route
- Expression of Interest Route
- Managed services and managed capacity Route
• Rate contract route (Like DG S & D)
• E-procurement

The procurement of materials in BSNL is usually done by inviting tenders and also through M/s ITI Ltd. against their reserved quota (as per guidelines issued by Department of Telecommunications from time-to-time).

Centralised items procurement (BY BSNL Corporate Office)
1. Digital Wave Division Multiplexing (DWDM) equipment
2. Synchronous Transport Mode (STM)
3. Digital cross connect systems.
4. Cellular Mobile Service Expansion Equipment
5. Extra Large Digital Switches,
6. PIJF Cables except 5 Pair Cables
7. National Internet Backbone Equipment
8. WLL Service Expansion Equipment
9. Voice Over Internet Protocol (VOIP) Equipment
10. International Gateway Equipments
11. Optical Fibre Cables. 24 Fibre & higher
12. Any new Technology or new services items
13. Digital Satellite Public Phone (DSPT)
14. Digital Loop Carrier (DLC)
15. Line Multiple Distribution System (LMDS)
16. Digital Circuit Multiplexing Equipment (DCME)
17. Intelligent Network (IN)
18. Managed Leased Line Network (MLLN) Equipment
19. Any New Technology or New Services Item

Decentralized Items procurement (By Telecom Circle H/Q)
1. 5 Pr Cable, SS Drop wire, Jumper wire, PVC Twin
2. Button Held Terminal (BHT), IN PCO, Electronic Push Button Telephone (EPBT)
3. Cable Termination Boxes (CT Box)
4. Gas Discharge Tubes 2 Pole, 3 Pole
5. IPM(Integrated Protection Module) for EWSD, OCB-283, C-DotE-10B, 5ESS,
6. Cabinet 2000, 1200, 1000,
7. Pillar 800, 400, 200,
8. DP Box 10 Pairs, 5 Pairs,
9. Line Jack Unit with & without GD Tubes
10. Jointing Kit TSF (Thermo Shrink Field) -0, 1, 2, 3, 4, 5, 6, 7 M-0, 1, 2, 3, 4, 5, 6, 7
11. Cable fault Locator & Route tracer
12. Line and Wire accessories
E-tendering in BSNL

Procurement through e-procurement and e-tendering should be encouraged. E-tendering is the carrying out of the tendering process through the Internet, using e-tendering software applications. This promotes competition for the tender, and provides a process that is efficient for both the buyer and suppliers and a selection process that is transparent to bidders. The process results in a host of tangible and intangible benefits to both parties. At present various e-tendering portals are being used by different BSNL units. Haryana circle is using Central Public Procurement Portal (CPPP) of Govt of India.

The ERP project is being implemented and this would provide a platform for e-procurement in BSNL. The modalities and procedures for e-procurement are being framed. It has been decided to process the Procurement cases of amount of Rs 1 Crore and above through e-tendering method.

Online Tenders floated by BSNL Haryana Telecom Circle are available on following websites.

Central Public Procurement Portal (CPPP): http://www.eprocure.gov.in
BSNL Haryana Telecom Circle: http://haryana.bsnl.co.in

Concessions To MSE Units

- Supply of Tender Documents: The tender documents shall be issued to MSE bidders free of cost provided the tendered item is listed in the Registration Certificate of MSE.
- Exemption from payment of Bid Security deposit /Earnest Money Deposit: The registered MSE units shall be given exemption from payment of Bid Security deposit provided the tendered item is listed in the Registration Certificate of MSE.
- A proof regarding current registration the tendered items will have to be attached along with the bid.
- The enlistment certificate should be current & valid on the date of opening of bid.

Eligibility Conditions for Bidders

Eligibility conditions for each tender shall be framed on case-to-case basis and shall be got approved from the tender approving authority. Some hints on framing of eligibility conditions are given below:

- The eligible bidders should be Indian companies registered to manufacture the tendered item in India, having obtained clearance from Reserve Bank of India wherever applicable.
- They should have obtained valid Type Approval Certificate (TAC) from Telecom Engineering Centre, DOT or TSEC from QA Wing of BSNL for the tendered item against Technical Specifications given in the bid document.
- Should have successfully executed Educational/ Commercial orders issued by BSNL/ MTNL/ DOT.
- The proof of manufacturing in India

BID DOCUMENT COST

Sl. No Estimated cost of tender Bid document price
Up to Rs 1 Lakh Rs 100/-
Above Rs 1 Lakh and upto Rs 50 Lakh Rs 500/-
Above Rs 50 Lakh and upto Rs 1 Crore Rs 1,000/-
Above Rs 1 Crore and upto Rs 10 Crores Rs 2,000/-
Above Rs 10 Crores and upto Rs 50 Crores Rs 4,000/-
Above Rs 50 Crores and upto Rs 150 Crores Rs 8,000/-
Above Rs 150 Crores Rs 10,000/-

**Detailed Notice Inviting Tender (DNIT)**

**Brief description of the goods and Quantity**

- Eligibility conditions
- Period and terms of delivery
- Cost of the tender/bidding document
- Place(s) and timing of sale of tender documents
- Place and deadline for receipt of tenders
- Place, time & date for opening of tenders
- Amount of Bid Security / Earnest Money Deposit
- Any other important information

In case of e-procurement this information can be viewed on websites of Haryana Telecom Circle and CPPP portal on line.

**Earnest Money Deposit (EMD)**

- EMD will be @ 2% of the total estimated cost of the Equipment/stores including services proposed to be procured in the tender subject to a maximum of Rupees Two Crore.
- Validity Period 30 days beyond the Bid validity e.g. 150 +30 = 180 days, if the bid validity period is 150 days.
- The bid security is required to protect the purchaser against the risk of bidder's conduct, which would warrant the forfeiture of bid security. The bidder shall furnish, as part of its bid, a bid security as mentioned in detailed NIT.

**The MSE bidders are exempted from payment of bid security:**

- A proof regarding valid registration with body specified by Ministry of Micro, Small & Medium Enterprise for the tendered items will have to be attached along with the bid.
- The enlistment certificate issued by MSME should be valid on the date of opening of tender.
- MSE unit is required to submit its monthly delivery schedule.
- If a vendor registered with body specified by Ministry of Micro, Small & Medium Enterprise claiming concessional benefits is awarded work by BSNL and subsequently fails to obey any of the contractual obligations, he will be debarred from any further work/contract by BSNL for one year from the date of issue of such order.
- The bank guarantee/DD for bid security or Micro & Small Enterprise (MSE) registration certificate for claiming exemption from submission of bid security should be submitted by the bidder in a separate cover. The bank guarantee/DD so submitted shall be as per the format given in bid document on prescribed judicial paper with stamps of proper value and should contain full address of the issuing branch of the bank with its telephone number and FAX number.

**DOCUMENTS ESTABLISHING BIDDER’S**

- Valid MSE Certificate, if applicable. In case the ownership of such MSE Entrepreneurs...
happens to be from SC/ST category, proof in this regard also need to be submitted.

- Type Approval Certificate given by Telecom Engineering Centre (TEC)/ TSEC issued by the Quality Assurance Circle of BSNL or proof of having applied for TSEC
- Inspection Certificate issued by BSNL (QA) for execution of educational/Commercial Order.
- Power of Attorney
- Documentary proof of applicable rate of ED/ CD/ Sales Tax/ VAT/Service Tax.
- Undertaking duly signed by front bidder and its technology/ consortium partner stating that both of them shall be liable for due performance of the contract jointly and severally.
- Certificates from all Directors of the bidder stating that none of their near relatives are working in BSNL in accordance with clause 34.
- Certificate of incorporation
- Article or Memorandum of Association or partnership deed or proprietorship deed as the case may be.
- List of all Directors including their name(s), Director Identification Number(s) (DIN) and address(es) along with contact telephone numbers of office and residence.
- Registration certificate from State Director of Industries or from Secretariat for Industrial Assistance (SIA), Ministry of Industries, Government of India.
- Approval from Reserve Bank of India/ SIA in case of foreign collaboration.

VENDOR RATING SYSTEM

- The BSNL is procuring equipment and materials worth thousands of crores of rupees every year through its PSUs, Telecom Factories and open tenders. It is therefore necessary that the BSNL procures only quality products at competitive prices with deliveries at stipulated pace for achieving planned and operational targets. Keeping this in view BSNL has decided to introduce Vendor Rating System for procurement of materials with effect from January’ 97.

- The philosophy of Vendor Rating aims to help the BSNL to procure equipment/stores from a vendor who is able to deliver the products of good quality and at competitive prices with deliveries at a stipulated pace for achieving planned and operational targets. Assessment of these qualifications of a vendor, on a single point scale, to help grading the performance of a vendor is called Vendor Rating.

- The vendor getting the highest rating will be regarded as V-1 (similar to L-1) and the others in the descending order of their rating for the purpose of distribution of quantities of equipment/materials to be ordered. However, the ordering rate (price) for procurement will be the lowest evaluated price out-of the rates quoted by the vendors selected for ordering on Vendor Rating basis.

Vendor Rating will be calculated as per the formula given below:-

$$VR = 0.6 \text{PR} + 0.3 \text{DR} + 0.1 \text{QR}$$

Where

- \( \text{PR} \) = Price Rating
- \( \text{DR} \) = Delivery Rating
- \( \text{QR} \) = Quality Rating

*****
Established in 1986, RCF is a coach manufacturing unit of Indian Railways. RCF has already carved a niche in the industrial scenario of the country at large and Indian Railways, in particular. It has manufactured more than 26440 (till 31/10/12) passenger coaches of 58 different types which constitute over 50% of the total population of coaches on Indian Railways.

RCF is equipped with a state-of-the-art CAD centre and CNC machines to undertake design and manufacture of Bogies, Shell (both with Stainless Steel and Carton Steel), FRP interiors as per customer’s requirement. The state-of-the-art manufacturing facilities and processes have enabled RCF to achieve excellence in Design, Development, Manufacture, Installation and After-sales service of Railway coaches with a view to ensure enhanced satisfaction of the Rail customer.

**Procurement System**

Being a Central govt. unit under Ministry of Railways, RCF is guided with the canons of financial proprietary as laid down of Govt. of India and follows procurement policy as decided by the Govt. of India from time to time.

RCF procures under noted material for production/maintenance/operational requirements

1. Raw Material
2. Semi finished Coach components
3. Finished coach components
4. Consumable and general Items
5. Machinery & Plant and Spares

**Mode of Procurement**

Following methods of tendering are adopted for procurement:

- Through e-limited tender for value up Rs 10 Lacs.
- Through e-advertised Tender for value above Rs. 10 Lacs.
- Through global tenders for items which are not indigenous satisfactory/upto mark

**Tender Document Cost**

- For tender valuing upto Rs. 5 Lacs : Rs. 150
- For tender valuing from Rs. 5 Lacs to Rs. 15 Lacs : Rs. 500
- For tender valuing from Rs. 15 Lacs to Rs. 50 Lacs : Rs. 1000
- For tender valuing above Rs. 50 Lacs : Rs. 2000

**Type of Vendors**

1. Approved Vendors
2. Un-Registered Vendors
3. Registered Vendors

**Type of Approval**

- Approved by RDSO (Research Design & Standard Organisation, Lucknow)
- Approved by ICF (Integral Coach Factory, Chennai)
- Approved by RCF (Rail Coach Factory, Kapurthala)

**Approved Vendors:**

RCF has drawn a list of items of critical nature and safety items where quality is of paramount importance and also list of firms considered fit for supply of these items in acceptable quality. The procurement of these items is made only through limited tenders from the list of these firms which are called as approved Vendors. The lists of items of critical nature/safety items and approved vendors are available on RCF web-site.

- For getting approval for specific items CDE/CEDE can be approached at RCF.
- Periodically review is done for approved list of vendors.
Unregistered Vendors:
The firms which are not listed in list registered in any trade group in RCF vendor registration system are treated as un-registered vendors. Although they can participate in tenders after submitting requisite tender cost and Earnest money/security deposit.

Registered Vendors:
The firms which are registered for different trade groups in RCF vendor registration system are registered vendors. Registered vendors enjoy certain benefits as compared to other vendors. As their credentials are already observed before registering them.

Note: Allotment of vendor code does not mean firm is registered with RCF.

Vendor Registration Procedure
Controller of Stores, Rail Coach Factory, Kapurthala approves registration of new Vendors. The vendors are required to apply for registration on the Standard registration Form along with classification of stores. This registration form can be had from the following office on payment of Rs. 70/- either in cash or through DD on any Nationalized Bank payable at Hussainpur in favour of FA&CAO/RCF or could be downloaded from RCF website:

www.rcf.indianrailways.gov.in

Office of the Chief Material Manager,
Administrative Building,
Rail Coach Factory,
Kapurthala-144602 (PB)

The vendors are required to submit their Registration Application Form duly filled in & along with supporting documents as per check list provided in the Registration Form, in the office of the

Chief Material Manager, Admn. Building, Rail Coach Factory, Kapurthala-144602 (Pb.).

The documents to be submitted along with the application are:
• Factory License,
• Registration with department of Industries,
• Excise registration,
• Balance Sheet for the last three years,
• Banker’s Cash Credit Limit Certificate in Original,
• Valid Copy of ISO-9000 Certificate,
• E- Mail address/Fax No./Telephone No.,
• Performance report,
• Affidavits as per Check List etc.

On furnishing the required documents their cases are processed by DY. CMM/G who seeks the technical assessment report of vendor from the assessment team as the case may be. DY.CMM/G recommends the case of vendor for registration to COS for approval, if found in order. After approval of COS the vendor is put on List of Registered vendors of RCF by allotting a vendor code & registration number. At first this registration is done on provisional basis for two years. Vendors who have not been recommended by assessment team are advised accordingly.

Various Trade Groups
0010 : Steel casting with machining up to 500 Kg.
0023 : Forging heavy with machining
0036 : Fabricated Components welded & riveted
0038 : Punching & Press work
0115 : Cutting and shearing of steel sections including plates
3052 : Misc Coach fittings not included in other groups (Lav)
4005 : Cable insulated F.I.R., PVC etc..
4205 : Switch gear for high voltage
4615 : Circuit breakers and switch gears
4724 : Electrical control Panels
8432 : Fiber glass products (FRP Components)
7224 : HSS tools drills etc.. of different variety and sizes
New Vendors required for following items:-

Here below some items demonstrated where scope of new vendor for development is there, being adequate sources are not available at present.

Rail Coach Factory is interested to develop more reliable sources. So the door of Rail Coach Factory is always open to welcome "New Vendor" for participating in regular and new items.

<table>
<thead>
<tr>
<th>Sl. No.</th>
<th>Name of Item</th>
<th>P.L. No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Axle End Cover</td>
<td>33500290</td>
</tr>
<tr>
<td>2</td>
<td>Brake Support</td>
<td>33501875</td>
</tr>
<tr>
<td>3</td>
<td>Pad for Secondary Suspension</td>
<td>33503000</td>
</tr>
<tr>
<td>4</td>
<td>Anti-Roll Bar Fork</td>
<td>33500228</td>
</tr>
<tr>
<td>5</td>
<td>Yaw Damper</td>
<td>33500447</td>
</tr>
<tr>
<td>6</td>
<td>Secondary Vertical Damper</td>
<td>33509001</td>
</tr>
<tr>
<td>7</td>
<td>Secondary Lateral Damper</td>
<td>33500459</td>
</tr>
<tr>
<td>8</td>
<td>Primary Vertical Damper</td>
<td>33501002</td>
</tr>
<tr>
<td>9</td>
<td>Control Arm Top</td>
<td>33500095</td>
</tr>
<tr>
<td>10</td>
<td>Control Arm Lower Right</td>
<td>33500149</td>
</tr>
<tr>
<td>11</td>
<td>Centering Disc</td>
<td>33500265</td>
</tr>
<tr>
<td>12</td>
<td>UIC Taper Roller Bearing</td>
<td>33500071</td>
</tr>
<tr>
<td>13</td>
<td>Axle Box Housing (Finish Machined)</td>
<td>30020487</td>
</tr>
<tr>
<td>14</td>
<td>Axle Box Front Cover</td>
<td>30020669</td>
</tr>
<tr>
<td>15</td>
<td>Roller Blind</td>
<td>33544220</td>
</tr>
<tr>
<td>16</td>
<td>Side Wall Panel AC-2T</td>
<td>33573244</td>
</tr>
<tr>
<td>17</td>
<td>Ceiling Sheet For AC-2T</td>
<td>33573220</td>
</tr>
<tr>
<td>18</td>
<td>Rubber Packing for Floor L-2Mt</td>
<td>33541012</td>
</tr>
<tr>
<td>19</td>
<td>Ceiling Sheet For AC-3T</td>
<td>33573165</td>
</tr>
</tbody>
</table>

Following cloth items purchased by RCF

<table>
<thead>
<tr>
<th>P. L. No</th>
<th>Description/Spec.</th>
<th>Annual Requirement /Rate</th>
<th>Annual Usage Value (in Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>79985014</td>
<td>Duster Cotton Khadi ize 50.8x45.7 cm Spec.-IS 377-1994.</td>
<td>216000 Nos, Rs. 24.63</td>
<td>53,20,080/-</td>
</tr>
<tr>
<td>79338380</td>
<td>Sponge Cloth Cotton Khadi 50x45 cm Spec.-IS 3782-1994.</td>
<td>15000 Nos, Rs. 32/-</td>
<td>4,80,000/-</td>
</tr>
<tr>
<td>79011639</td>
<td>Long Khadi Cloth bleached Size 91.4 cm Spec.-IS 3771-1993.</td>
<td>105770 Mtr, Rs. 65/-</td>
<td>68,75050/-</td>
</tr>
<tr>
<td>33577778</td>
<td>Curtain Cloth, Fire retardant Colour Shad &amp; pattern as per shade No PPA-576/1 OF M/s Jaya shree Textile Ltd. RDSO Spec C-9911 Rev-3</td>
<td>37500 Mtr., Rs. 325/-</td>
<td>1,21,87,500/-</td>
</tr>
<tr>
<td>79981045</td>
<td>Curtain Cloth, Fire retardant Colour Shad &amp; pattern as per shade No PPA-576/1 OF M/s Jaya shree Textile Ltd. RDSO Spec C-9911 Rev-3</td>
<td>22620 Mtr., Rs. 327/-</td>
<td>73,96,740/-</td>
</tr>
<tr>
<td>No.</td>
<td>Name of the Unit/Enterprise</td>
<td>Contact Detail</td>
<td>Name of the Contact Person</td>
</tr>
<tr>
<td>-----</td>
<td>----------------------------</td>
<td>----------------</td>
<td>-----------------------------</td>
</tr>
<tr>
<td>1</td>
<td>M/s Indian Discs Corporation</td>
<td>Ph: 0184-2220450/550, 0184-22203400 (F) <a href="mailto:ranbirarora5@gmail.com">ranbirarora5@gmail.com</a></td>
<td>Ranbir Arora M-96712-30000</td>
</tr>
<tr>
<td>2</td>
<td>M/s Modern Industries</td>
<td>Ph: 0184-2220363 <a href="mailto:modind@rediffmail.com">modind@rediffmail.com</a></td>
<td>Deepak Sachdeva 94161-20200 94160-14200</td>
</tr>
<tr>
<td>3</td>
<td>M/s Beri Udyog Pvt Ltd # 100-101, HSIIDC, Sec-3, Karnal</td>
<td>Ph: 0184-2251572-73 <a href="mailto:info@fieldking.com">info@fieldking.com</a></td>
<td>Ravi Beri 94160-21570</td>
</tr>
<tr>
<td>4</td>
<td>M/s Green Auto TVS Near Arjun Gate, Old GT Road, Karnal</td>
<td>0184-2273160/460 <a href="mailto:Nishant.dhall@gmail.com">Nishant.dhall@gmail.com</a></td>
<td>Ravinder Dhull 98120-33160</td>
</tr>
<tr>
<td>5</td>
<td>M/s Medox Pharmaceuticals # 26, Sec-3, HSIIDC I/Estate, Karnal-132001</td>
<td>Ph: 0184-2221308 <a href="mailto:medoxkarnal@gmail.com">medoxkarnal@gmail.com</a></td>
<td>R.L. Sharma 9996666565</td>
</tr>
<tr>
<td>6</td>
<td>M/s JRS Organic Pharma P Ltd # 217-218, HSIIDC, Sec-3, Karnal-132001</td>
<td>Ph: 0184-2290624 Fax: 0184-2293424</td>
<td>98963-71118</td>
</tr>
<tr>
<td>7</td>
<td>M/s Nitin Lifesciences Ltd # 92-93, I/Area,Sec-3, HSIIDC, Karnal-132001</td>
<td>Ph: 0184-2221590/92/93 Fax: 0184-2221591 <a href="mailto:info@nitinlifesciences.com">info@nitinlifesciences.com</a> <a href="http://www.nitinlifesciences.com">www.nitinlifesciences.com</a></td>
<td>Sh. Rohit Grover 9354100470</td>
</tr>
<tr>
<td>8</td>
<td>M/s Siemens Laboratories India # 59-IDC, Mehrauli Road, Gurgaon</td>
<td><a href="mailto:siemenlabr@yahoo.com">siemenlabr@yahoo.com</a></td>
<td>A.S Bansal, 098730-95767</td>
</tr>
<tr>
<td>9</td>
<td>M/s Zee Laboratories Uchani, GT Road, Karnal-132001</td>
<td>Ph: 0184-267310,267312 Fax: 0184-267312 <a href="mailto:info@zeelaboratories.com">info@zeelaboratories.com</a> <a href="http://www.zeelaboratories.com">www.zeelaboratories.com</a></td>
<td>Rajiv Mukul 9896117777</td>
</tr>
<tr>
<td>10</td>
<td>M/s Cure Quick Pharmaceuticals # 20-21, HSIIDC, Sec-3, Karnal-132001</td>
<td>0184-2220060,61,62,64 0184-2220063 (F) <a href="mailto:curequick@yahoo.co.in">curequick@yahoo.co.in</a> <a href="http://www.curequickpharma.com">www.curequickpharma.com</a></td>
<td>Rajesh Chawla 9996669000</td>
</tr>
<tr>
<td>13</td>
<td>Pandit BDS University Rohtak</td>
<td></td>
<td>Tersem Jain 93153-26836</td>
</tr>
<tr>
<td>14</td>
<td>M/s Crystal Pharmaceuticals # 365,Model Town, Ambala City-134003</td>
<td>Ph: 0171-2520851-52 Fax: 0171-2520855</td>
<td>T C Kansal, MD 98120-93945</td>
</tr>
<tr>
<td>15</td>
<td>M/s Kiran Foundry # 3, Near Rly Crossing, Munak Road, Karnal</td>
<td>0184-2240014/15 <a href="mailto:contact@kiranfoundry.net">contact@kiranfoundry.net</a> <a href="http://www.kiranfoundry.net">www.kiranfoundry.net</a></td>
<td>Brij Mohan Gupta 98960-00914</td>
</tr>
<tr>
<td>16</td>
<td>M/s Sudhir Genset Ltd SCO-7, Ist Floor,HSIIDC, Sector-3, Karnal</td>
<td>0184-2221119/20 (F) <a href="http://www.sudhirgenses.com">www.sudhirgenses.com</a></td>
<td>Sh. Jagdish Aggarwal 98120-24511</td>
</tr>
<tr>
<td>No.</td>
<td>Company Name</td>
<td>Contact Details</td>
<td>Products/Services</td>
</tr>
<tr>
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</tr>
<tr>
<td>17</td>
<td>M/s Parshot Fertilizer &amp; Chemical Works</td>
<td>Ph: 0184-2389444, 2389666 Fax: 0184-2389400 <a href="mailto:prabhat343@sify.com">prabhat343@sify.com</a> <a href="http://www.prabhatfertilizer.com">www.prabhatfertilizer.com</a></td>
<td>Mfg of Zinc Sulphate Hepta &amp; Mono Hydrate(Agric Grade), Micronutrient Mixture Fertilizer seaweed Extract Granules etc</td>
</tr>
<tr>
<td>18</td>
<td>M/s Park Non woven Pvt Ltd</td>
<td>Ph: 0180-2670425 <a href="mailto:parknonwoven@sify.com">parknonwoven@sify.com</a> <a href="http://www.parknonwoven.com">www.parknonwoven.com</a></td>
<td>Non Woven Felts/Needle Felts, Insulator Felt/Resin Felts etc</td>
</tr>
<tr>
<td>19</td>
<td>M/s Mavino Industries</td>
<td>Ph: 0180-2670425 <a href="mailto:mavino2001@yahoo.co.in">mavino2001@yahoo.co.in</a></td>
<td>Home Furnishing</td>
</tr>
<tr>
<td>20</td>
<td>M/s Park Felts Pvt Ltd</td>
<td>Ph: 0180-2670425 <a href="mailto:parknonwoven@sify.com">parknonwoven@sify.com</a> <a href="http://www.parknonwoven.com">www.parknonwoven.com</a></td>
<td>Non Woven Felts/Needle Felts, Insulator Felt/Resin Felts etc</td>
</tr>
<tr>
<td>21</td>
<td>M/s BSI Group India Pvt Ltd</td>
<td><a href="mailto:narendra.sharma@bsigroup.com">narendra.sharma@bsigroup.com</a> <a href="http://www.bsigroup.com">www.bsigroup.com</a></td>
<td>Providing ISO Certification &amp; Trainings (ISO-9001,14001,18001,27001,22000 etc)</td>
</tr>
<tr>
<td>22</td>
<td>Adigear International</td>
<td>011-41833638-44, 41833637(F) <a href="mailto:adigear@vsnl.com">adigear@vsnl.com</a></td>
<td>Apparels, Ballistic Protection, Mfg. Garments &amp; Bags</td>
</tr>
<tr>
<td>25</td>
<td>M/s Shree Koshi Reprographics # 121, Sec-3, HSIIDC Karnal</td>
<td>0184-2220089, 2220044 <a href="mailto:shrikoshi@gmail.com">shrikoshi@gmail.com</a> <a href="http://www.shrikoshi.com">www.shrikoshi.com</a></td>
<td>Offset &amp; Digital Printing</td>
</tr>
<tr>
<td>26</td>
<td>M/s AVG Print &amp; Pack # 3, Link Road, Opp.Bus Stand Karnal # 123001</td>
<td>0184-2271112, 4042112 <a href="mailto:avgprinpack@gmail.com">avgprinpack@gmail.com</a> <a href="http://www.avgprinpack.com">www.avgprinpack.com</a></td>
<td>Mfrs. Of Paper Products</td>
</tr>
<tr>
<td>27</td>
<td>M/s Vaishali Printers</td>
<td>0184-2266747, 2266773 <a href="http://www.vaishaliyug.com">www.vaishaliyug.com</a> <a href="mailto:vaishalikarnal@gmail.com">vaishalikarnal@gmail.com</a></td>
<td>Sh. Kuldeep Raj 094169-51144</td>
</tr>
<tr>
<td>28</td>
<td>M/s Gupil Print &amp; Pack # 216/3, HSIIDC Karnal</td>
<td>0184-2221553, 2220137 <a href="mailto:gupilprintpack.knl@gmail.com">gupilprintpack.knl@gmail.com</a></td>
<td>Parmod Arora 94160-34884</td>
</tr>
<tr>
<td>29</td>
<td>M/s Uttam Sticks # 137/3, HSIIDC Karnal</td>
<td><a href="http://www.uttamind.in">www.uttamind.in</a> <a href="mailto:upproducts77@yahoo.in">upproducts77@yahoo.in</a></td>
<td>Rohit Grover 098960-01120</td>
</tr>
<tr>
<td>30</td>
<td>M/s Simran Enterprises</td>
<td>011-23537772 <a href="mailto:Praveen_raizada@yahoo.co.in">Praveen_raizada@yahoo.co.in</a></td>
<td>Straight Paper Tube Cores, Composite Containers, Paper Body Pens, Container with Tin Lids/Plastic Caps, Paper Bobbins etc</td>
</tr>
<tr>
<td>31</td>
<td>M/s Capital Paper Tube Industries M-215,Sec-3,DSIDC Industrial Area, Bawana, Delhi-110039</td>
<td>011-25557661 Fax: 011-25527224 <a href="mailto:oetc.delhi@gmail.com">oetc.delhi@gmail.com</a> <a href="mailto:info@oetc-maxair.com">info@oetc-maxair.com</a> <a href="http://www.oetc-maxair.com">www.oetc-maxair.com</a></td>
<td>Jyoti Sharma 099715-45353 093113-40673</td>
</tr>
<tr>
<td>32</td>
<td>M/s Original Electrical Trading Corporation 233 A, Nawada Indl. Area, Near Govt. Dispensary, Uttam Nagar, New Delhi-59</td>
<td>011-29911225 <a href="mailto:Info.photonx@gmail.com">Info.photonx@gmail.com</a> <a href="http://www.photonx.in">www.photonx.in</a></td>
<td>James Varkey 098103-22681</td>
</tr>
<tr>
<td>33</td>
<td>M/s Photonx Systems &amp; Services A-19/11, Raju Park, Devli Rd. Khapur, New Delhi-62</td>
<td>0184-3200121 <a href="mailto:info@riceinfo.in">info@riceinfo.in</a> <a href="http://www.riceinfo.in">www.riceinfo.in</a></td>
<td>Designed country’s first web portal which will cater all the requirements related to E-</td>
</tr>
<tr>
<td>No.</td>
<td>Company Name</td>
<td>Address</td>
<td>Phone Numbers</td>
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<tr>
<td>35</td>
<td>M/s Magic Lubricants P Ltd</td>
<td>1608, HSIIDC Rai I/Area Rai, Distt Sonepat</td>
<td><a href="http://www.magiclubricants.in">www.magiclubricants.in</a>, <a href="mailto:magiclubricant@rocketmail.com">magiclubricant@rocketmail.com</a></td>
</tr>
<tr>
<td>36</td>
<td>M/s Kumar Agro Foods Pvt Ltd</td>
<td># 489/9, Urban Estate, Gurgaon-122001</td>
<td><a href="http://www.kumaragrofoods.com">www.kumaragrofoods.com</a></td>
</tr>
<tr>
<td>37</td>
<td>M/s Double Horse Kitchenware Pvt Ltd</td>
<td>Karnal</td>
<td><a href="mailto:doublehorse2008@yahoo.com">doublehorse2008@yahoo.com</a></td>
</tr>
<tr>
<td>38</td>
<td>M/s Chetak Cookwares Pvt Ltd</td>
<td>119/6 Milestone, GT Road, Karnal</td>
<td>0184-2221478, 2220372, <a href="mailto:bajajsmith@gmail.com">bajajsmith@gmail.com</a></td>
</tr>
<tr>
<td>40</td>
<td>M/s Wensar Weighing Scales Ltd</td>
<td>A-21, Jagatpuri, Street No 3 Nr Jagatpuri Red Light Chowk, Delhi-110061</td>
<td>011-22446200, <a href="http://www.wensar.com">www.wensar.com</a></td>
</tr>
<tr>
<td>41</td>
<td>M/s L S Food Industry</td>
<td>Plot No 135, HUDA Industrial Area, Hathin distt Palwal</td>
<td>01275-261031/32, <a href="mailto:lsfoodinfo@gmail.com">lsfoodinfo@gmail.com</a></td>
</tr>
<tr>
<td>42</td>
<td>M/s Singla Motors Pvt. Ltd</td>
<td>Pingli Road, Nr FCI Godown, Karnal-132001</td>
<td>0184-2290187/473, Fax: 0184-2293340, <a href="http://www.singla.co.in">www.singla.co.in</a>, <a href="http://www.singlamotors.com">www.singlamotors.com</a></td>
</tr>
<tr>
<td>43</td>
<td>M/s Wembley Paints &amp; Chemicals</td>
<td>1078, MIE, Ph-1, Bahadurgarh</td>
<td>01276-268004/267489, <a href="mailto:info@wembleypaints.com">info@wembleypaints.com</a>, <a href="http://www.wembleypaints.com">www.wembleypaints.com</a></td>
</tr>
<tr>
<td>44</td>
<td>M/s Perfect Radiators &amp; Oil Coolers Pvt Ltd</td>
<td>Vill. Nizampur, Tauru -Rewari Road, Distt Mewat 122105</td>
<td>01493-513029, 011-43852855 (F), <a href="mailto:nksharma@perfectradiators.com">nksharma@perfectradiators.com</a>, <a href="http://www.perfectradiators.com">www.perfectradiators.com</a></td>
</tr>
<tr>
<td>45</td>
<td>M/s Sharma Milk Foods</td>
<td>Karnal</td>
<td></td>
</tr>
<tr>
<td>46</td>
<td>M/s Bharti Dairy</td>
<td>27, Devi Mandir Road Karnal</td>
<td>0184-2255412, 2250137, <a href="mailto:bmf@bhartues.com">bmf@bhartues.com</a></td>
</tr>
<tr>
<td>47</td>
<td>M/s Just Food Pvt Ltd</td>
<td>Vill Shanghi, Rohtak</td>
<td></td>
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<tr>
<td>48</td>
<td>M/s Globax</td>
<td>Karnal</td>
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<tr>
<td>49</td>
<td>M/s Singh Gian Food Processing</td>
<td>NH 71,Narwana Road, Vill. Palwan (Jind)-126115</td>
<td></td>
</tr>
<tr>
<td>50</td>
<td>M/s Lakshya Chaithna Food Products, Kirmich Road, Parshuram Colony, Kurukshetra</td>
<td></td>
<td></td>
</tr>
<tr>
<td>51</td>
<td>M/s United Manufacturing Co</td>
<td>Plot No 191-192, Udyog Vihar, Delhi Rohtak Road, Sankhol, Bahadurgarh-124507 (Jhajjar)</td>
<td>Ph: 01276-241885, Telefax: 01276-241120, <a href="mailto:info@unitedmanufacturingco.com">info@unitedmanufacturingco.com</a>, <a href="http://www.unitedmanufacturingco.com">www.unitedmanufacturingco.com</a></td>
</tr>
<tr>
<td>No.</td>
<td>Company Name</td>
<td>Address</td>
<td>Contact Details</td>
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<tr>
<td>52</td>
<td>M/s Forex Fasteners Pvt Ltd</td>
<td>1859,Sewak Pura, Kalsian Street No 3, Gill Road, Ludhiana</td>
<td>0161-2845673 Fax: 0161-2845678 <a href="mailto:dsp@forex.co.in">dsp@forex.co.in</a>. <a href="http://www.forex.co.in">www.forex.co.in</a>.</td>
</tr>
<tr>
<td>54</td>
<td>M/s Alfa Therm Ltd</td>
<td># 6, Community Centre, Mayapuri Ph-1, New Delhi-110064</td>
<td>Ph: 011-28115222, 28116622, 28117391 Fax: 011-28115396 <a href="mailto:blowersales@alphathermltd.com">blowersales@alphathermltd.com</a> <a href="http://www.fansandblowers.in">www.fansandblowers.in</a></td>
</tr>
<tr>
<td>55</td>
<td>M/s Emm Tech Calibration</td>
<td>D 1/90, Sanjay Colony, Sec-23, Faridabad-121005</td>
<td>0129-4124942,4025125 (F) <a href="mailto:Emmtech123@yahoo.co.in">Emmtech123@yahoo.co.in</a> <a href="http://www.emmtech.in">www.emmtech.in</a></td>
</tr>
<tr>
<td>56</td>
<td>M/s XO Footwear P Ltd</td>
<td># 1237, HSSIIDC, Rai I/ Estate, Sonapet-131029</td>
<td>0130-2367630 <a href="mailto:mail@xofootwear.com">mail@xofootwear.com</a></td>
</tr>
<tr>
<td>57</td>
<td>M/s NTC Concrete Products</td>
<td>Vill Moininand, Tehsil-Nahan, Kala Amb, HP</td>
<td>9805139000 9816736000</td>
</tr>
<tr>
<td>58</td>
<td>M/s Golden Rolls P Ltd</td>
<td>G T Road, Opp. SAI Complex, Bahalgarh, Vill. Sultanpur, Distt Sonapet-131001</td>
<td>0130-6452666, 6452777 Fax: 011-66173853 <a href="mailto:sales@goldenrolls.com">sales@goldenrolls.com</a> <a href="http://www.goldenrolls.co.in">www.goldenrolls.co.in</a>.</td>
</tr>
<tr>
<td>59</td>
<td>M/s Best Food International</td>
<td>(P) Ltd P.O Box-5, Indri (Karnal)-132041</td>
<td>0184-2382202,2225,2467 Fax: 0184-2382201,3201 <a href="http://www.bestfoodgroup.com">www.bestfoodgroup.com</a></td>
</tr>
<tr>
<td>60</td>
<td>M/s Jwala Engineering &amp; Consultancy Services</td>
<td>#354, Sec-2, Growth Centre, Saha, Ambala-133104</td>
<td>Ph: 0171-2821836 Email: <a href="mailto:jwalae@in.com">jwalae@in.com</a> <a href="http://www.jecsfoodprocessingmachines.com">www.jecsfoodprocessingmachines.com</a></td>
</tr>
<tr>
<td>61</td>
<td>M/s Vandana Packaging Pvt Ltd</td>
<td>FCI Godown Road, Village Kunda, Partapur, Meerut-250103</td>
<td>Ph: 0121-2440651-52 Email: <a href="mailto:y.p.p.l@vsnl.net">y.p.p.l@vsnl.net</a> <a href="mailto:Ashish07.goel@gmail.com">Ashish07.goel@gmail.com</a></td>
</tr>
<tr>
<td>62</td>
<td>M/s Siddharth Petro Products</td>
<td>Plot No-13,Sec-13,IMT Manesar,Gurgaon-122050</td>
<td>0124-4615100,4615199 <a href="mailto:siddharthpetro@gmail.com">siddharthpetro@gmail.com</a> <a href="http://www.siddharthpetro.com">www.siddharthpetro.com</a></td>
</tr>
<tr>
<td>63</td>
<td>M/s Sultan Fish Seed Farm</td>
<td>Vill. Butana, PO Nilokheri distt Karnal</td>
<td><a href="mailto:sfinfo@gmail.com">sfinfo@gmail.com</a> <a href="http://www.sultanfishseed.com">www.sultanfishseed.com</a>.</td>
</tr>
<tr>
<td>65</td>
<td>M/s Matrix Eco Solution</td>
<td>201, Priyanka Tower, Basai Darapur Indl. Estate, New Delhi-110015</td>
<td>011-25109757, 65946882 <a href="mailto:matrixeco@gmail.com">matrixeco@gmail.com</a>. <a href="mailto:info@matrixeco.com">info@matrixeco.com</a> <a href="http://www.matrixeco.com">www.matrixeco.com</a></td>
</tr>
<tr>
<td>67</td>
<td>M/s Pragati Laboratory Equipment</td>
<td>2580/29, Subhash Park</td>
<td>0171-4005584,4005213 Fax: 0171-2643492 <a href="mailto:relitechindia@gmail.com">relitechindia@gmail.com</a></td>
</tr>
<tr>
<td>No.</td>
<td>Company Name</td>
<td>Address</td>
<td>Contact Person</td>
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<tr>
<td>68</td>
<td>M/s Deioners Speciality Chemicals P Ltd</td>
<td>403, Gupta Tower, Commercial Complex, Azadpur, Ring Rd., Delhi-33</td>
<td>Ranvijay Singh</td>
</tr>
<tr>
<td>69</td>
<td>M/s Kamboj Foods Pvt Ltd</td>
<td>183, Grain Market, Indri, Karnal</td>
<td>Shubh Karan Kamboj</td>
</tr>
<tr>
<td>70</td>
<td>M/s Worldfa Exports P Ltd</td>
<td># 449-450, HSIIDC, EPIP Kundli, Sonepat-131028</td>
<td>Satinder Singh Malik, Sr Manager</td>
</tr>
<tr>
<td>71</td>
<td>M/s Vaani Precision Industries</td>
<td>Plot No 20, HSIIDC Alipur, Barwala, Panchkula</td>
<td>Parveen Khosla</td>
</tr>
<tr>
<td>72</td>
<td>M/s Liftwell Engineers</td>
<td>2G-92, B.P.NIT, Faridabad-121001</td>
<td>B S Bawa</td>
</tr>
<tr>
<td>73</td>
<td>M/s Mangla Plastic Industries</td>
<td># 1733, MIE Part-B Bahadurgarh-124507</td>
<td>A.K. Mangla</td>
</tr>
</tbody>
</table>

*****
## DETAILS OF CENTRAL PUBLIC SECTOR UNDERTAKINGS (CPSUs) PARTICIPATED IN NVDP

<table>
<thead>
<tr>
<th>S. NO.</th>
<th>NAME OF CPSU</th>
<th>ADDRESS</th>
<th>CONTACT PERSON</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Bharat Electronics Ltd. (BEL)</td>
<td>405, Industrial Area, Phase-III, Panchkula - 134 115</td>
<td>0172-2591899, 2591149, 0172-2591785, 2588326, 0172-2591463, 2594548 (F)</td>
</tr>
<tr>
<td>3.</td>
<td>National Fertilizers Ltd (NFL)</td>
<td>Panipat- 132103</td>
<td>0180-2652676, 2652551 (O) Fax : 0180-2652515,2652874 E-mail : <a href="mailto:rkbhatia@nfl.co.in">rkbhatia@nfl.co.in</a></td>
</tr>
<tr>
<td>4.</td>
<td>Indian Railway Workshop</td>
<td>Jagadhari C&amp;W Railway Workshop, Northern Railway Yamuna Nagar</td>
<td>Phone : 01732 250 892</td>
</tr>
<tr>
<td>6.</td>
<td>Association of State Road Transport Undertakings(ASRTU)</td>
<td>Plot No. 4-A, PSP Block, Pocket 14, Sector 8, Dwarka, New Delhi – 110 075</td>
<td>Ph 011-4329 4200</td>
</tr>
<tr>
<td>7.</td>
<td>National Small Industries Corporation Ltd. (NSIC)</td>
<td>SCO 13-14, Gaushala Mandi, G.T. Road, Panipat – 132 103</td>
<td>Ph : 0180 267 0608, 4002721 E-mail : <a href="mailto:bopanipat@nsic.co.in">bopanipat@nsic.co.in</a></td>
</tr>
<tr>
<td>8.</td>
<td>General Manager Telecom Division</td>
<td>Sector 8, Karnal</td>
<td>Ph : 0184 223 2100, Fax 0184-225 1818, 2201000</td>
</tr>
<tr>
<td>9.</td>
<td>Ordinance Cable Factory (OCF)</td>
<td>183, Industrial Area Phase-1, Ministry of Defence Govt. of India, Chandigarh-160002</td>
<td>0172-2655033, 2671201, Fax : 0172-2650369 Email : <a href="mailto:ocfc_ofb@nic.in">ocfc_ofb@nic.in</a>, Website :: <a href="http://ofbindia.gov.in">http://ofbindia.gov.in</a></td>
</tr>
</tbody>
</table>
| 10. | Central Scientific Instruments Organisation (CSIO)  
Sector 30C, Chandigarh – 160 030 | Phone: 0172 265 7811, 265 7190,  
E-mail: cghan@rediff.com | Director |
| 11. | Small Industries Development Bank of India (SIDBI)  
Sector 17A, | Phone: 0172 503 9636,  
Cell: 98159 72041 | Sh. Manish Sinha  
General Manager |
| 12. | Rail Coach Factory  
Hussainpur, Kapurthala, Punjab | Phone: 01822 – 228976-79,  
Fax 228 980, | Sh. B.N. Raj  
Shekhar  
General Manager |
| 13. | Govt of India Press,  
G.T. Road, Near Police Station  
Nilokheri – 132 117, Karnal | Phone: 01745-246273 | Sh. G.K. Sharma  
General Manager  
Sh. Anupam Saxena  
Dy. Manager |
| 14. | Director General of Foreign Trade  
L-482, Model Town, Panipat – 132 103, Haryana | Tel: 0180-2650984 /2651427  
Fax:0180-2651427  
E-Mail: panipat-dgft@nic.in | Joint Director |
| 15. | Export Credit Guarantee Corporation of India Ltd.  
Malik Plaza, 1st Floor, GT Road, Panipat | 0180-2634940/33  
0180-2634938  
www.ecgc.in | Sh. Rajneesh Kumar Sen  
Exe. Officer  
(9034090042) |

*****
Arrival and welcome of Chief Guest Sh. Tarun Bajaj, IAS, MD, HSIIIDC.

Lighting of lamp and formal inauguration by Chief Guest Sh. Tarun Bajaj, IAS, MD, HSIIIDC.

Honouring of Chief Guest on Dias by Sh. Vijay Kumar, Director, MSME-DI, Karnal.

Release of the Book “Success Stories of MSME Entrepreneurs of the state of Haryana”.
Address by the Chief Guest
Sh. Tarun Bajaj, IAS, MD, HSIIDC.

Address by Sh. T.L. Satyaprakash, IAS, Director of Industries & Commerce, Haryana.

Address by Sh. Vijay Kumar, Director, MSME-DI, Karnal.

MSME Entrepreneurs participated during the NVDP.
A glance of NVDP Pavilion.

Interaction by the Chief Guest with participating enterprises.

Discussion by the Chief Guest with participating entrepreneurs from manufacturing Pharmaceutical products.

Interaction by the Chief Guest with participating entrepreneurs from manufacturing packaging material.
Visualisation of the Exhibition by the Chief Guest.

Dignitaries on the Dias during the inaugural function of NVDP.

Visit of Chief Guest to IOCL, Panipat Pavilion and discussion with Sh. Sanjeev Singh, ED, IOCL.

MSME entrepreneurs explaining their products during the NVDP.
लघु इकाईयों में गुणवत्ता युक्त उत्पाद बनाएं: बजाज

अमर उजाला
चंडीगढ़, 24 फरवरी 2013

आज खास
नई तकनीक की जानकारी ली

कार्यक्रम | दी टिडीयू बेंड विकास कार्यक्रम तथा प्रदाताओं का किछुजना जान आलोचना

THE TRIBUNE, CHANDIGARH, MONDAY, FEBRUARY 25, 2013

MSMEs urged to upgrade technology

THE TRIBUNE NEWS SERVICE
KARML, FEBRUARY 24
The two-day ‘National Vendor Development Programme—Industrial Exhibition’ that concluded here today proved a boon for Micro, Small and Medium Enterprises (MSMEs) who got to know about the purchase policy of the Union government for Central Public Sector Undertakings and facilities available for ‘Still development and quality testing’.

The MSMEs were informed that the Government of India had made it mandatory for Central public sector undertakings to purchase 30 per cent of requirements from MSMEs and stressed on the ‘standard and quality’ of the products to meet the prescribed standards. Inaugurating the programme, which was organised by the Micro, Small and Medium Enterprises Development Institute (MSMED-I), Karnal, Tarun Bajaj, managing director, HSBDC, urged the MSMEs to take up the challenge and stand in competition by producing ‘cost-effective manufactured goods with highest quality’.

Director MSME Development Institute, Vivek Kanwar, said micro, small and medium enterprises facing twin problems of quality testing and manpower training can now benefit easily as MSME plans to open 30 common facility centres at a cost of Rs 150 crore.
ऐसी प्रदर्शनी से प्रमोट होती हैं
लघु उद्योग इकाइयाँ: डॉ. जोशी

केन्द्रीय भारत सरकार के अंतर्गत एमएसएसई विकास संस्थान का आयोजन दो दिवसीय ग्रामीण तंत्र का बंदा विकास कार्यक्रम एवं आंदोलन प्रदर्शन का समापन हो गया। समापन समारोह में पुणे आंतरिक राजदर एवं आंतरिक संस्कृतिक संस्थान योग्य के निदेशक डॉ. जोशी जी ने कहा कि इस प्रकार की प्रदर्शनीएं से सुधार एवं नये उद्योग इकाइयाँ पृथ्वीभूत होती हैं। उन्होंने कहा कि यही इस प्रकार के कार्यक्रमों में बढ़ जाना जा सकता है और उद्योग इकाइयों को लाभ प्राप्त करना चाहिए। उन्होंने अपने आयोजन के लिए एमएसएसई अंतर्द्वीपीय अंतर्द्वीमण के साथ होकर गई। परिवर्तन में योजनाओं के अंतर्द्वीमण से आंतरिक आयोजक डॉ. जोशी जी ने एमएसएसई के लिए बैंक को खोजने के बारे में चर्चा की। नीलो भूरी के साथ अंतर्द्वीपीय अंतर्द्वीमण ने संगठन के अंतर्द्वीक आयोजक ने डॉ. जोशी जी से धर्मार्थ अंतर्द्वीमण के उपाध्यक्ष ने दोस्ती की बैंक की हालतों की दी। उन्होंने बताया कि भारत सरकार ने इसके उपक्रम बहुत सारे माल सुधार, लघु एवं महामार्ग उद्योगों से संबंधित है। उन्होंने कहा कि इसी के आयोजन में उपस्थित लोगों को आयोजन ज्ञात Kuala.

उद्योगों ने लिया विकास का संकल्प
देशपूर्व 25 फरवरी 2013, समाचार

एक नजर

ओऽधोगिक प्रदर्शनी में उपयोग का प्रदर्शन

कर्नाटक (एएस.) नवंबर 24/2/2012 को भारतीय संस्कृति, मानव कला और संस्कृति की बातों के लिए एप्सेसीए ने अद्वितीय कला प्रदर्शन का आयोजन किया। यह प्रदर्शन दुनिया भर में लोकोपति की तरह आयोजित किया गया था। इस प्रदर्शन के अंतर्गत, कर्नाटक के विभिन्न क्षेत्रों के लोक कला समुदाय ने अपने कलाकृतियों के लिए आयोजन किया। इस प्रदर्शन का मुख्य लक्ष्य यह था कि लोक कला के साथ-साथ यहाँ के लोगों का समाज का स्वरूप और उनकी विश्वव्यापी संबंधहीनता का प्रदर्शन किया। इस प्रदर्शन के दौरान, कर्नाटक के लोगों की विश्वव्यापी संबंधहीनता का प्रदर्शन किया गया। इस प्रदर्शन के दौरान, कर्नाटक के लोगों की विश्वव्यापी संबंधहीनता का प्रदर्शन किया गया।
नई तकनीक की जानकारी ली
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