भारत हेवी इलेक्ट्रिकल्स
429-002/A

BHARAT HEAVY ELECTRICALS LIMITED

(A Government of India Undertaking)
HIGH PRESSURE BOILER PLANT
PURCHASE DEPARTMENT - FOSSIL BOILERS
THIRUCHIRAPALLI - 620014
TAMILNADU (INDIA)

PHONE :0431-2577419
GRAMS : BHARATELEC
FAX NO: 0431-2520719
E-mail: cmuthuvel@bheltry.co.in
Web:

Enquiry No	Enquiry Date	Due Date for Quotation
2001700202	20.07.2017	11.08.2017

Please quote Enquiry No, Date and due date in all correspondences.
This is only a request for quotation and not an order.
Bid should be submitted in two parts. 1.Techno-commercial bid (Part-I) and 2.Price bid(Part-II) in a separate sealed cover and both covers must be placed in a third cover and sealed. Our Enquiry No., Enq. date & Enq. Due date must be written on all three covers.

Item	Description	Unit	Quantity	Delivery Schedule Quantity	Delivery Schedule Date
10	Polyethylene tank -500 ltr Supply of rotational moulded polyethylene water storage tanks confirming to IS 12701(Latest Amendments) along with accessories such as suitable tank nipples,LId hinges etc complete.Copy of valid BIS license from manufacturer should be submitted along with offer. 500 litres capacity	NO	10.000	10.00	30.09.17
20	Polyethylene tank -1000 ltr Supply of rotational moulded polyethylene water storage tanks confirming to IS 12701(Latest Amendments) along with accessories such as suitable tank nipples,LId hinges etc complete.Copy of valid BIS license from manufacturer should be submitted along with offer. 1000 litres capacity	NO	5.000	5.00	30.09.17
30	Polyethylene tank -2000 ltr Supply of rotational moulded polyethylene water storage tanks confirming to IS 12701(Latest Amendments) along with accessories such as suitable tank nipples,LId hinges etc complete.Copy of valid BIS license from manufacturer should be submitted along with offer. 2000 litres capacity	NO	5.000	5.00	30.09.17

General Note:

All the tenders may be addressed to the following address:

The Tender Opening Cell / MM
Room No: 26, Building 24, Ground Floor
Bharat Heavy Electricals Limited
TIRUCHIRAPALLI 620014

In case personal delivery of the offer, it shall be dropped into the respective box kept in Room No: 26, after duly entering the data in the system.

The offers should reach us 30 minutes before the time of opening of tenders.
The offers will be opened at 14.30 hrs on the due date of tender in the presence of tenderers who have submitted their offer and who may like to be present for the tender opening.Late and delayed offers are liable to be rejected.

Yours faithfully,
For **BHARAT HEAVY ELECTRICALS LIMITED**

f. 21.7.17

MANAGER / PURCHASE
(FOSSIL BOILERS)
Yours faithfully,

K. RAJA PRAKASH
Sr. Engineer
MM / Purchase / PSS
BHEL, TRICHY - 620 014.

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2001700202 / 20.07.2017	23505

Offers will be accepted only up to 14.00 Hrs on the due date. Therefore, vendors shall ensure to submit the offers well before this time. All due date extension requirements should be addressed to the respective Purchase mail IDs. All the due date extension requests from vendors will be considered only up to 48 hours before the due date and time.

Vendors are requested to avoid submission of offers through e mail / fax. In case of any unavoidable situation, offers shall be sent through e mail to the following mail ID only tender_cell@bheltry.co.in.

As tenders are being opened by Common Tender Opening Cell, offer covers should be sealed with tenderer's distinctive seal and super scribed with correct Tender No. item of supply and due date of opening.

The offers will be opened at 14.30 hrs on the due date of the tender in the presence of tenderers who have submitted their offer and who may like to be present for the tender opening. Late and delayed offers are liable to be rejected.

The bidder along with its associate/ collaborators/ sub-contractors/ sub-vendors/ consultants/ service providers shall strictly adhere to BHEL fraud prevention policy displayed on BHEL website http://www.bhel.com and shall immediately bring to the notice of BHEL management about any fraud or suspected fraud as soon as it comes to their notice.

The supplier shall submit EI/EII forms to BHEL time to time as indicated by the BHEL and in case of inordinate delay in issuing EI/EII forms, then BHEL reserves the right to deduct 5% of the value of the supplied items against which EI/EII forms pending to be issued

Enclosures:

"LD clause has to be confirmed without fail."

The offers should reach us 30 minutes before the time of opening of tenders.
The offers will be opened at 14.30 hrs on the due date of tender in the presence of tenderers who have submitted their offer and who may like to be present for the tender opening.Late and delayed offers are liable to be rejected.

Yours faithfully,
For **BHARAT HEAVY ELECTRICALS LIMITED**

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(FOSSIL BOILERS)
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Sr. Engineer
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BHEL, TRICHY - 620 014.

Annexure A

QUOTATIONS:

TERMS AND CONDITIONS OF THE ENQUIRY (TWO PART BID)

1. The enquiry will be operated on two part bid basis i.e.
   - **(I) Techno - Commercial Bid &**
   - **(II) Price Bid.**

2. The Part - I (Techno - Commercial Bid) and Part - II (Price Bid) are to be submitted in a single envelope with the super scribed as **"Techno - Commercial Bid and Price Bid for .... Enquiry No: .... Dt.: .... Due Dt.: ...."**

   2.1 Techno-Commercial Bid:
   a. Duly signed **Enquiry Document**
   b. Duly signed **Annexure – A**
   c. Duly filled and signed **Annexure – B**
   d. Duly signed **un-filled Annexure – C**
   e. Duly filled and signed **Annexure – D (Applicable only for new vendors.** Also enclose the copies of supporting documents wherever necessary)
   f. Sample should be submitted along with Techno-Commercial Bid where sample is insisted in the Enquiry, if sample is not received for the Enquiry where BHEL is insisted, that offer will be summarily rejected. If sample is insisted in the enquiry, then the sample should be super scribed with the enquiry sl. no for identification and evaluation. Samples without the identification will not be considered and offer will be rejected.
   g. Duly signed **Annexure – S** (If mentioned in the enquiry)

   You are requested to put the above documents inside a separate sealed envelope and this envelope shall be super scribed as **"Part I – Techno - Commercial bid for .... Enquiry No: .... Dt.: .... Due Dt.: ...."**

   2.2 Price Bid:
   a. Duly signed and filled in Price bid (Annexure – C) with price details.

   You are requested to put the price bid inside a separate sealed envelope and this envelope shall be super scribed as **"Part II – Price bid for .... Enquiry No: .... Dt.: .... Due Dt.: ...."**

   2.3 Each envelope should be sealed with bidder's distinctive seal.
   2.4 Two or more enquiry quotations should not be sent in single envelop.
   2.5 Quotation against each enquiry should be sent in a separate envelope to avoid confusion.
   2.6 Offer should not be addressed to any individual's name.

3. Your offer should be addressed to: **Tender Opening Cell/MM,**
   Room No 26,
   24 Building (Ground Floor),
   Bharat Heavy Electricals Limited,
   Tiruchirappalli - 620 014

   Any clarifications related to the enquiry should be addressed to pgavictor@bheltry.co.in

4. Please submit point wise compliance to our specifications, terms and conditions. Otherwise it will be presumed that you are accepting BHEL's terms and conditions.

5. The offer along with the sample if insisted in the Enquiry should reach our office on or before the due date as mentioned in the enquiry by 14.00 Hrs. Offers received after 14.00 Hrs will not be considered for evaluation and it will be summarily rejected. Offers through E-Mail/Fax will

not be accepted. Any techno commercial clarifications/request for tender due date extensions with valid acceptable reasons to be addressed to BHEL prior to 48 hours of tender due date. BHEL reserves the rights to extend the due date as per their discretion.

6. Tender will be opened on the due date as mentioned in the enquiry. If the due date falls on holiday, the tender document will be opened immediately on the next working day.

7. Quoted price/rate should be valid for minimum of 90 days from the date of price bid opening. The quoted/Finalized rates shall be Firm till the completion of the supplies.

8. The rates are to be quoted on F.O.R. destination basis only. It should be inclusive of Packing & Forwarding and Freight & Insurance. Other delivery conditions like Ex-works / Ex-Godown will be summarily rejected.

9. Offers should be **free** from **CORRECTION and ERASURES**.
   a. Corrections if any must be attested;
   b. All amounts shall be indicated both in words as well as in figures.
   c. If there is difference between amount quoted in words and figures, amount quoted in words shall only be considered.
   d. If, in the price structure quoted for the required goods/services/works, there is discrepancy between the unit price and the total price (which is obtained by multiplying the unit price with the quantity), the unit price shall prevail and the total price will be corrected accordingly, unless in the opinion of the purchaser that there is an obvious misplacement of the decimal point in the unit price, in which case the total price as quoted shall govern and the unit price will be corrected accordingly.
   e. If there is an error in a total corresponding to the addition or subtraction of subtotals, the subtotals shall prevail and the total shall be corrected accordingly.
   f. If there is a discrepancy between words and figures, the amount in words shall prevail, unless the amount expressed in words is related to an arithmetic error, in which case the amount in figures shall prevail subject of (d) and (e) above.

10. No revision of prices will be entertained after enquiry is opened.

b. Bidders are requested to quote their offer price on F.O.R Destination (BHEL/Stores) basis only (The basic price of the material quoted in the bid should be inclusive of Packing, Forwarding, freight and transit insurance, etc.,). Ex-works offers will be summarily rejected without further clarification.
c. No charges shall be indicated as "Lumpsum" or "Approximate" in absolute value. All charges like taxes and duties should be clearly specified as "percentage" of the quoted rates.
d. If any sales tax is payable as extra to the quoted price should be specifically stated in quotations along with CST & TIN no failing which the purchaser will not be liable for payment of sales tax. Our TIN No. 33243560005 Dated. 01.01.2007, CST No.239383 Dtd.11.06.1991.
e. Manufacturer's name, trademark or patent no. if any should be specified. Illustrative leaflets giving technical particulars are required along with quotation wherever necessary.
f. Products with I.S.I. certification marks will be preferred.
g. The Purchaser shall be under no obligation to accept the lowest or any other tender and shall be entitled to accept in Part or full without assigning any reason whatsoever.
h. The bidder has to keep track of any changes by viewing the addendum / Corrigendum's issued by the Purchaser on time-to- time basis in the E-Procurement platform. The Company calling for tenders shall not be responsible for any claims/problems arising out of this.
i. The user should complete all the processes and steps required for bid submission. The successful bid submission can be ascertained once acknowledgement is given by the system through bid submission number after completing all the processes and steps. BHEL and mjunction Services Ltd. will not be responsible for incomplete bid submission by users. Users may also note that the incomplete bids will not be saved by the system and are not available for the Purchaser for processing.

j. Before uploading scanned documents if any, the bidders shall sign on all the statements, documents, certificates uploaded by him, owning responsibility for their correctness / authenticity.

2. Offers should have a validity of minimum 90 days from the date of price bid opening. The quoted/Finalized rates shall be Firm till completion of the supplies including amendment / deviation / extension if any in quantity / date.

3. On the due date of tender opening, only technical bids will be opened. The opened technical bids will be evaluated by us and clarifications required, if any, will be called for from the bidders on technical and commercial points. If no reply is received from the vendor for the clarification raised by BHEL with in the final cut-off date those vendors offer will be processed with the documents available / submitted against this tender. Offers not meeting the required specification and technical condition will be summarily rejected. The price bids of technically suitable bidders will be opened on a later date with prior intimation to techno-commercially suitable bidders.

4. Ranking L-1, L-2 etc. shall be done for individual items for the techno-commercially acceptable offers on landed cost to BHEL, Trichy basis and BHEL reserves the right to place order for individual items with different vendors. In the event of more than one vendor becoming L1 for the item, the enquiry quantity will be shared equally among all the L1 vendors. For such item / items splitting will be done among L1 vendors along and not mentioned in the point no 10 below.

5. BHEL reserves the right to negotiate with L1 vendor or re-float the tender for items where, L1 price is not the lowest acceptable price; BHEL reserves the right to increase or decrease the tender quantity.

6. **TERMS OF PAYMENT:** Payment will be made after 45 days from the date of receipt and acceptance of materials at BHEL Trichy. Offers quoting for Advance payment / LC / thro bank payment will be rejected. Any deviation in the payment terms below 45 days shall attract loading as below.
Base rate of SBI (as applicable on the date of bid opening; Techno-commercial bid opening in case of two part bids) +6%' will be considered for the loading for the period of relaxation sought by the bidder.

7. LD clause & Risk purchase clause are applicable.

(Any deviations in the LD shall attract loading to the extent of relaxation sought to which it is not agreed by the bidder at offered value).

Single delivery schedule:

If the Supplier fails to deliver the P.O quantity within the period specified in the contract, then the Purchaser shall deduct liquidated damages, 0.5% of the total order value per week of delay or part thereof subject to a maximum of 10% of the total order value.

Liquidated Damages (LD): (Any deviations shall attract loading to the extent of relaxation sought to which it is not agreed by the bidder at offered value).

RISK PURCHASE: Alternatively the purchaser at his option will be entitled to terminate the contract and to purchase elsewhere at the risk and cost of the seller either the whole of the goods or any part which the supplier has failed to deliver or dispatch within the time stipulated as aforesaid or if the same were not available, the best and the nearest available substitutes therefor. The supplier shall be liable for any loss, which the purchaser may sustain by reason of such risk purchases in addition to penalty at the rate mentioned in LD clause above.

8. GST: Response to Tenders for Indigenous supplier will be entertained only if the vendor has a valid GST registration no which should clearly mentioned in the offer. If any specific exemption is available, a declaration with due supporting documents need to be furnished for considering the offer.

- Supplier shall mention their GSTN registration number in all their invoices and invoices shall be in the format as specified/prescribed under GST laws. Invoices shall necessarily contain Invoice number (in case of multiple numbering system is being followed for billing like SAP invoice no, commercial invoice no etc., then the Invoice No which is linked/uploaded in GSTN network shall be clearly indicated), item description as per PO, Quantity, Rate, Value, applicable taxes with nomenclature (like IGST, SGST, CGST & UTGST) separately, HSN/ SAC Code, etc.
- All invoices shall bear the HSN Code for each item separately (Harmonized System of Nomenclature)/ SAC code (Services Accounting Code).
- A declaration to the effect that all invoice particulars are/were uploaded in the GSTN network/ portal & all tax liability as per GST rules and regulations have been and will be discharged, shall be mentioned in the invoice. If not mentioned in the invoice, a separate declaration shall be submitted as per the requirement of BHEL.
- All documents like Mill Test Certificate, LR copy, Guarantee/Warrantee certificate, work completion certificate, any other document mentioned in PO, shall be sent along with the vehicle/consignment. For all consignments received within the calendar month, input credit will be availed within that month in line with monthly returns filing cycle. In case of any discrepancy in the document or non-submission of documents mentioned in the PO, then BHEL will not be able to accept or account the material, in such case availing of tax credit will be deferred to next month or so.
- In case of discrepancy in the data uploaded by supplier in the GSTN portal or in case of any shortages or rejection in the supply, then BHEL will not be able to avail the tax credit and will notify the supplier of the same. Supplier has to rectify the data discrepancy in the GSTN portal or issue credit note (details to be uploaded in GSTN portal) for the shortages or rejections in the suppliers, within the calendar month notified by BHEL.
- For any such delay in availing of tax credit for reasons attributable to supplier (as mentioned above), interest (calculated @ SBI Base Rate + 6%) alongwith penalty if any will be deducted for the delayed period i.e. from the month of receipt till the month tax credit is availed, from the running bills.

9. **PACKING AND MARKING:** The supplier shall arrange for securely protecting and packing the stores to avoid loss or damages during transit. Sample is required before bulk supply.

10 SPECIAL PROVISIONS FOR MICRO AND SMALL ENTERPRISES (MSE) BIDDERS:

i. 20% of the tendered quantity is earmarked for MSE suppliers in this tender. (Applicable only for items whose Quantity is 10 Nos or more than 10 Nos)

ii. Out of the 20% tendered quantity reserved for MSE suppliers, 4% shall be earmarked for procurement from MSE owned by SC / ST entrepreneurs. In event of failure of such Micro and Small enterprises to participate in the tender process or meet the tender requirements and the L1 price, the 4% sub-target for procurement ear-marked MSE owned by SC / ST entrepreneurs shall be met with other MSE enterprise/s.

iii. In case MSE vendor participating in the tender quotes within the price band of L1 + 15%, they will be allowed to supply the portion of the requirement subject to acceptance of L1 price by MSE vendor. In case of more than one such MSE, the supply shall be shared proportionately.

iv. MSE suppliers can avail the intended benefits only if they submit along with the offer, attested copies of either EM II certificate having deemed validity (five years from the date of issue in acknowledgement in EM II) or valid NSIC certificate or EM II certificate along with attested copy of a CA certificate (Format enclosed as per **Annexure I** where deemed validity of EM II certificate of five years have expired) applicable for the relevant financial year (latest audited). Date to be reckoned for determining the deemed validity will be the date of bid opening (Part

1 in case of two part bid). Non submission of such documents will lead to consideration of their bids at par with other bidders. No benefits shall be applicable for the enquiry if any deficiency in the above required documents is not submitted before the price bid opening. If the tender is to be submitted through e-procurement portal, then the above required documents are to be uploaded on the portal. Documents should be notarized or attested by a Gazetted officer. This provision for MSE will apply subject to the condition that the participating MSE meets the tender requirements.

v. In case of any change in the MSE status of the bidder, it shall be the responsibility of the bidder to notify the change as a part of the bid document. If at a later date it comes to the knowledge of BHEL, that the change in the status has not been intimated by the bidder and the order is obtained under the premise of an MSE then BHEL would cancel the pending order against this tender and take necessary steps for suspension of the business dealing with the bidder as per the procurement policy of BHEL.

vi. In case after the bid opening it is seen that no MSE has become L1, then depending on the nature of the item, if it is not possible to split the tendered items / quantities on account of reasons like customer contract requirements of supplying one make for a given project or technical reasons like tendered items being a system, tendered quantity being low etc., then BHEL would not counter offer the L1 prices even though there may be MSE bidders within the +15% band of L1.

10.1

a. 20% of the tendered quantity is earmarked for MSE suppliers in this tender. The earmarked 20% quantity will be counter offered to the MSE vendors whose rate is within L1+15% band & up to H1 of MSE. In case of non-acceptance of the counter offering of 20% reservation to MSE vendors, the total tender quantity will be ordered as mentioned in 10.1 (c). For the balance 80% of the tendered quantity, BHEL reserves the right to order in the ratio of 70:30 on L1, L2 / L3 vendors (at matched L1 F.O.R rate in the order of commercial ranking) irrespective of the category (MSE or NON MSE). Counter offering of L1 rate will not be made with any H1 vendor of Non-MSE

b. If L1 is from a Micro / Small enterprise, the 20% earmarking provision is not applicable and order will be split in the ratio of 70:30 (between L1 , L2 / L3 at matched L1 F.O.R rate in the order of commercial ranking). Counter offering of L1 rate will not be made with any H1 vendor of Non-MSE.

c. If there is no response form MSE vendors the above split up of 10.1 (a) & 10.1 (b) will not be applicable and the total tender quantity will be split and ordered in the ratio of 70:30 (between L1 , L2 / L3 at matched L1 F.O.R rate in the order of commercial ranking).

d. In case of counter offering rate has not been accepted by the L2 as well as L3 vendor, such counter offer quantity also will be ordered on L1 vendor.

e. The quantities indicated in this tender are tentative annual requirement of BHEL. Order will be placed on actual requirement basis.

11. Conditional offers are likely to be rejected.

12. The correspondences between the bidder and BHEL through email are considered as valid document legally though not signed. It is treated as valid confirmations made on behalf of the respective company and comes under the legal ambit of the business transaction and hence binding on both the parties.

13. Disclaimer Clause: Neither the Organization (Bharat Heavy Electricals Ltd.) nor the service provider (mjunction Services Ltd.) is responsible for any failure of submission of bids due to failure of internet or other connectivity problems or reasons thereof.

14. Bidders participating in the tender should declare in their technical bid whether they have been black-listed / kept on hold / given Business holiday for a specified period by any Public Sector Undertaking or Government Departments. The reasons for such action with details and the current status of such hold shall be clearly furnished to BHEL. If no such details are mentioned in the offer, it will be construed that the bidder is not under any such hold. However, at a later date if it comes to the notice of BHEL about any such hold under enforcement, BHEL reserves the right to reject the offer at any point of time and also under any stage of the finalization of the tender. Such bidders will not be permitted to participate in the further tender proceedings and will be communicated suitably.

15. BHEL reserves the right to negotiate or re-float the enquiry opened if L1 price is not the lowest acceptable price to them inter-alia other reasons.

16. The correspondence between the bidder and BHEL through email is considered as valid document legally though it is not signed. It is treated as valid confirmations made on behalf of the respective company and comes under the legal ambit of the business transaction and hence binding on both the parties.

17. In case of any quality rejection of materials, the supplier has to collect the materials at his own cost within the 10 days of rejection of advice. Otherwise the materials will be scrapped.

18. Unloading at BHEL has to be done by the suppliers and BHEL will not be in a position to provide any handling / unloading facilities.

19. Bidders not confirming to the enquiry specifications will be disqualified.

ANNEXURE - PQC

ENQ.NO:

	Material: Polyurethene Water Tank	
Sl.No	**PRE QUALIFICATION CRITERIA ---Points**	**Vendor to confirm**
01	*Acceptance for supplying Polyurethene Water Tank as per standard indicated for Each item*	*ACCEPTED / NOT ACCEPTED*
02	*Bidders have to confirm whether they have been black-listed / kept on hold / given Business holiday for a specified period by any Public Sector Undertaking or Government Departments/any other units of BHEL. (With reference to S.No.15 of Annexure – A).*	*YES / NO*
03	*Experience in supplying Polyurethene Water Tank to various industries. The vendors should enclose a purchase order copy against their experience during the past three years starting from 1 jan 2013 in the supply of Polyurethene Water Tank to various industries.*	*Enclosed / Not Enclosed*
04	*If offer is quoted by agents or traders (other than manufactures), letter of authorization from manufacturer is to be submitted along with offer.*	*Enclosed / Not Enclosed*

NOTE:

Offers meeting the above prequalification criteria points only will be evaluated further. Otherwise it will summarily be rejected.

SIGN AND SEAL OF AUTHORIZED PERSON

TECHNO COMMERCIAL BID

TO BE SUBMITTED ALONG WITH PART – I (TECHNO COMMERCIAL BID)

ANNEXURE –B

S. NO	DESCRIPTION	BHEL REQUIREMENTS	SUPPLIER CONFIRMATION / DEVIATION (STRIKEOUT WHICHEVER IS NOT APPLICALE)
1	VALIDITY	90 DAYS FROM DATE OF TECHNICAL BID OPENING	NON DEVIATABLE
2	PRICE QUOTED	FOR-DESTINATION BHEL STORES / TRICHY	NON DEVIATABLE
3	LD CLAUSE	(For details please read S.No:07 of "Annexure – A")	NON DEVIATABLE
4	RISK PURCHASE CLAUSE	(For details please read S.No:07 of "Annexure – A")	NON DEVIATABLE
5	ACCEPTANCE FOR SUPPLYING MATERIALS AS PER **STANDARD** INDICATED FOR EACH ITEM		CONFIRM / NOT CONFIRM
6	DEIVERY SCHEDULE *	Within 2 weeks from the date of PO	CONFIRM / NOT CONFIRM
07	CONTACT PERSON DETAILS	NAME: MOBILE NO: EMAIL :	

* The Fasteners are urgently required. Hence, the Bidders are requested to advance the delivery schedule.

SIGN AND SEAL OF AUTHORIZED PERSON

ANNEXURE - N (For NEW VENDORS only)

Sl No	Details	Document submsission
1	Nature of ownership & relevant documents. *(Proprietorship-Professional Tax Regn & Municipal Regn; Partnership firm – Partnership Deed; Co-operative society – Society rules & bye laws ; Private/Limited Company – memorandum & Articles of Association)*	
2	Manufacturing range & facilities: • List down the product range & specification details. • List of Manufacturing facilities/equipment's (including material handling facility)	
3	Licence details of the factory	
4	• Permanent Account No • Central Sales Tax registration number • State sales Tax / TIN number • Excise duty registration number • Excise control code number • Service tax registration number • Regn number of category as per MSMED Act **(If applicable)**	
5	If registered with any other BHEL unit • Letter of registration with BHEL unit **(If applicable)** • Proof of successfully executed or executing purchase orders	
6	Accreditation certificate for ISO:9001 / TOC of Quality System manual / ISO:14000 / OHSAS ISO 18000 **(If applicable)**	
7	Balance Sheet for the last three years along with the audit report	
8	EXPERIENCE IN FASTENERS TO VARIES INDUSTRIES (All the new vendors should enclose a Purchase Order copy against their experience in the supply of FASTENERS to various industry)	