



## HINDUSTAN URVARAK & RASAYAN LIMITED

(A JV of NTPC, CIL, IOCL, FCIL & HFCL)  
SCOPE Minar, Core 3 & 4, 9th Floor,  
Laxmi Nagar District Centre, Delhi-110092

Ref. No. HURL/HQ/26CS017/PESTICIDES/EOI;

Date: 18.05.2026

### **EXPRESSION OF INTEREST - NOTICE FOR EMPANELMENT**

**Sub: Expression of Interest (EOI) for empanelment of vendors for Pesticides Co-Marketing in the states of Uttar Pradesh, Rajasthan, Punjab, Haryana, Bihar, Jharkhand, Odisha, West Bengal, Assam, Chhattisgarh, Madhya Pradesh, Maharashtra, Uttarakhand, Himachal Pradesh, Jammu & Kashmir and Gujarat in the brand of manufacturer / supplier.**

Hindustan Urvarak & Rasayan Limited (HURL), a joint venture company of Coal India Limited, NTPC Limited and Indian Oil Corporation Limited, Fertilizer Corporation of India Limited and Hindustan Fertilizer Corporation Limited, has set up Natural Gas based Fertilizer Complexes (Ammonia-Urea) of 2200 MTPD Ammonia and 3850 MTPD Urea each at Gorakhpur (Uttar Pradesh), Barauni (Bihar) and Sindri (Jharkhand).

HURL intends to strengthen its product portfolio and enhancing its presence in the crop protection segment, proposes to introduce a range of products of product category of pesticides/agrochemicals (all the products which are registered under CIB and are sold on pesticide licenses).

These products shall be marketed under the supplier's brand name through HURL's established dealer network. In this arrangement, HURL shall act as a "Co-Marketer / wholesaler", facilitating the sales, distribution, promotion, and market reach of the supplier's products across its network of states of Uttar Pradesh, Rajasthan, Punjab, Haryana, Madhya Pradesh, West Bengal, Bihar, Odisha, Jharkhand, Assam, Chhattisgarh, Maharashtra, Jammu & Kashmir, Himachal Pradesh, Gujarat, and Uttarakhand etc.

This initiative aims to leverage HURL's extensive distribution network and market presence to expand product availability, improve farmer access to quality crop protection solutions, and create a mutually beneficial partnership with suppliers.

Under the Co-Marketing Model, HURL will first empanel the leading and qualified manufacturers through Open Tender (Eoi) and subsequently tie-up with them. Once empanelled the manufacturers shall be invited through a limited tender enquiry (tender for only empanelled manufacturers) to quote state wise margins to HURL for their offered products. Manufacturer offering highest margin (H1) shall be chosen. Manufacturers offered H2 or H3 margins may be given opportunity in certain ratio if they are ready to match H1 margins. The price to HURL's network shall be periodically offered by the manufacturers quoting H1 margin.

The manufacturer shall offer their Products available with them to HURL for sales through its network in the states mentioned above.

Regulatory approvals & product registrations to be taken care by Manufacturers.

Technical support, promotional activities and all statutory requirements will be done by the manufacturers.

The manufactures shall have their C&F agencies for supply of Pesticides to HURL dealers in the state of application by them.

End-to-end logistics (bill to HURL and ship to HURL's dealer/retailer) on door delivery basis shall be done by the manufacturer.



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On the above aspects, offers are invited from vendors (MANUFACTURERS only) for Pesticides, who meet the pre-qualification criteria and other requirements detailed in the empanelment documents. The complete set of documents including pre-qualification criteria can be downloaded from website: <https://eprocure.gov.in/eprocure/app>.

The empanelment document consists of following:

- a) Annexure-1: *State-wise Annual indicative business plan of Pesticides for confirmation from Vendor*
- b) Annexure-2: *Vendor Application for Empanelment (to be submitted on letter head of the vendor duly signed by the authorized signatory)*
- c) Annexure-3: *Pre-Qualification Criteria (PQC) (to be accepted & duly signed by authorized signatory)*
- d) Annexure-4: *Other Terms & Conditions*
- e) Annexure-5: *Terms & Conditions of Empanelment (to be accepted & duly signed by authorized signatory)*
- f) Annexure-6: *Post Empanelment Terms & Conditions for Execution of Contract (to be accepted & duly signed by authorized signatory)*
- g) *Annexure-A: Proforma for Declaration (to be submitted on letter head of the vendor duly signed by the authorized signatory)*
- h) *Annexure-B: (to be submitted on letter head of the vendor duly signed by the authorized signatory)*

Vendor has to provide all applicable documents as sought in the aforementioned annexures and certifications in prescribed formats.

The Instruction to Bidders & General Conditions of Contract (GCC) shall be issued along with the tender for procurement to be issued separately.

Interested vendors (MANUFACTURERS only) are required to submit their complete filled application along with all supporting documents on the portal itself. The empanelment would be based on the vendors meeting the pre-qualifications criteria, other requirements detailed in the documents and assessment. Furnishing false/incomplete information or submitting applications not accompanied by required documents shall lead to summarily rejection of the application.

HURL reserves the right to reject any or all the applications or withdraw this invitation without assigning any reason thereof. Decision of HURL in the matter shall be final and no correspondence shall be entertained from the applicants in this regard subsequently. HURL has the liberty to include or delete vendors based on their performance, proven capability and for any other reason thereof.

### Address for Communication:

<p>Sh. Umang Sinha Chief Manager (C&amp;M) <b>Hindustan Urvarak &amp; Rasayan Limited</b> (A Joint Venture of CIL, NTPC, IOCL, FCIL &amp; HFCL) Core-3, 9th Floor, SCOPE Minar, Laxmi Nagar District Centre, New Delhi-110092.</p> <p><b>EPBAX No:</b> 011-2250 2267/ 2268</p> <p><b>Email:</b> umangsinha@hurl.net.in</p>	<p>Sh. Surajit Mahindar Manager (C&amp;M) <b>Hindustan Urvarak &amp; Rasayan Limited</b> (A Joint Venture of CIL, NTPC, IOCL, FCIL &amp; HFCL) Core-3, 9th Floor, SCOPE Minar, Laxmi Nagar District Centre, New Delhi-110092.</p> <p><b>EPBAX No:</b> 011-2250 2267/ 2268</p> <p><b>Email:</b> surajitmahindar@hurl.net.in</p>
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