

MEGHALAYA STATE AGRICULTURAL MARKETING BOARD

EXPRESSION OF INTEREST (EOI)

Allocation and Utilization of APEDA-Assisted Refrigerated Vehicles

Cleve Colony, Shillong - 793003, Meghalaya

NOTICE INVITING EOI

MSAMB invites Expressions of Interest from eligible Cooperatives, FPOs, FPCs, Government-supported producer collectives and eligible PRIME agri-entrepreneurs operating in Meghalaya for supervised utilization of four MSAMB-owned refrigerated vehicles on a concessional user-charge basis.

Particular	Details
EOI Reference No.	MSAMB/ESTT/AEP/55-A/2026/27/1, Dtd 14/09/2026
Date of Issue	14 September 2026 (Monday)
Last Date for Queries (ambmg-meg@nic.in)	21 September 2026 (Monday)
Last Date and Time for Submission	29 September 2026 (Tuesday), 5:00 PM
Opening and Evaluation	30 September 2026 onwards
Site Verification, if required	As decided by MSAMB
Declaration of Selected Applicants	After approval of Competent Authority
Submission Address	Joint Managing Director, MSAMB, Cleve Colony, Shillong - 793003
Proposal Validity	30 days from the last date of submission, up to 29 October 2026

The EOI shall remain open from 14 September 2026. Applications received after 5:00 PM on 29 September 2026 shall not be considered, except where MSAMB formally extends the deadline through a corrigendum published before closure.

Selection and handover are based on the evaluation of applications by MSAMB and are subject to prior APEDA concurrence/approval wherever required. Also subject to formal execution of the Vehicle Utilization and Custody Agreement, payment of deposit and advance user charge, and joint handover inspection.

1. Background

The Meghalaya State Agricultural Marketing Board (MSAMB) is mandated to promote efficient agricultural marketing systems, strengthen market linkages, and enhance the incomes of farmers and producer collectives across Meghalaya. A significant challenge faced by farmers, cooperatives, Farmer Producer Organizations (FPOs), and other producer groups in the State is the lack of access to reliable cold-chain logistics for the transportation and marketing of perishable agricultural commodities. Inadequate refrigerated transport often results in post-harvest losses, deterioration in product quality, reduced shelf life, and limited access to remunerative markets. To address these challenges and improve the efficiency of agricultural value chains, MSAMB has procured refrigerated vehicles under an APEDA-supported intervention. Through this Expression of Interest (EOI), MSAMB seeks to facilitate the utilization of these cold-chain assets by eligible Cooperatives, FPOs, FPCs, Government-supported producer collectives, and agri-entrepreneurs for aggregation, storage-linked transportation, market distribution, export logistics, and inter-state movement of perishable produce. The initiative aims to reduce post-harvest losses, improve quality retention, expand market access, strengthen supply chain efficiency, and enable producer organizations to realize better price discovery and higher returns for their members while ensuring optimal utilization of public infrastructure created for the benefit of the farming community.

2. Vehicle Inventory

Details of the refrigerated vehicles available for allocation under this EOI, including registration particulars, specifications, payload capacity, and vehicle dimensions, are provided in the table below.

Registration	Model	Payload	Body Length	Min. Temperature
ML-05-AH-6841	Tata 1216 LPT DCR39CBC 160B6M6	5.5 MT	17 feet	-20°C
ML-05-AH-6842	Tata 1216 LPT DCR39CBC 160B6M6	5.5 MT	17 feet	-20°C
ML-05-AH-6843	Tata 1416 LPT DCR45CBC 160B6M6	7.7 MT	20 feet	-20°C
ML-05-AH-6849	Tata 1416 LPT DCR45CBC 160B6M6	7.7 MT	20 feet	-20°C

Final RC, temperature range, reefer-body, permit, fitness and insurance particulars shall be verified and recorded at handover.

Detailed technical specifications, registration certificates, insurance details, and vehicle photographs are provided in Annexure I.

3. Objectives

- Ensure effective utilization of public cold-chain assets.
- Reduce post-harvest losses and improve farmer income realization.
- Provide affordable, transparent and performance-linked access to producer institutions.
- Maintain MSAMB oversight and asset protection.

4. Mandatory Eligibility

1. Registered Cooperative Society, FPO, FPC, Government-supported producer collective or eligible PRIME agri-entrepreneur. These should be Registered/established and operating in Meghalaya and supported/recognized by a competent Government Department/Agency.
2. Handled average of at least 25 MT of perishable produce during the past five financial year with verifiable records.
3. Has a credible market linkage and utilization plan and can bear deposit, user charges and operating/maintenance expenses.
4. Is not blacklisted/debarred, insolvent or under liquidation and discloses material litigation/conflicts.

The applicant shall submit the duly filled application form and supporting documents as prescribed in Annexure I & Annexure III (Application Form and Document Checklist).

5. Preference Criteria

- Experience in perishables/cold-chain operations.
- Aggregation, packhouse, processing, pre-cooling or cold-storage infrastructure.
- Modern trade, institutional, processor, exporter, retail-chain, hotel or Government procurement linkage.
- Strong farmer/FPO supply base and higher utilization potential.
- Financial, driver, maintenance, MIS and statutory readiness.

6. Scope and Responsibilities

- Use the vehicle only for lawful routes.
- Maintain GPS, odometer, cargo, trip, temperature and utilization records.
- Bear fuel, driver, toll, parking, FASTag, loading, sanitation, permits, insurance renewal, taxes attributable to operation, challans, maintenance, repairs, tyres, battery, reefer servicing, towing and breakdown costs.
- Prevent overloading, contamination and carriage of hazardous, illegal or incompatible cargo.
- Make the vehicle available to MSAMB as a priority for official events, exhibitions, promotional programmes, emergencies and market interventions.

7. Concessional User Charges and Security Deposit

Vehicle Category	Monthly User Charge	Security Deposit
5.5 MT / 17 feet	₹22,500	₹1,00,000
7.7 MT / 20 feet	₹25,000	₹1,20,000

- User charge is payable monthly in advance by the 7th day of each month.
- The interest-free deposit may be adjusted against arrears, damage, repairs, missing items, statutory dues, penalties or other recoverable loss and must be replenished within 7 days.
- Initial term is 12 months, extendable based on performance, further approval.
- There will be 5% increment on the charges every 3 years.

The applicable user charge schedule and payment undertaking format are provided in Annexure VI.

8. Utilization Benchmarks

- 5.5 MT vehicle: Annually minimum 24 completed trips, out of which at least 12 trips to be inter-state.
- 7.7 MT vehicle: Annually minimum 24 completed trips, out of which at least 12 trips to be inter-state.
- MSAMB would assess the performance annually. Beneficiaries who are unable to utilize the vehicle as per the benchmarks for 12 months, without accepted reasons, may lead to recall/reallocation after notice and opportunity to cure.

9. Driver and Statutory Compliance

- Only trained and experienced drivers with valid licence and transport authorization for the applicable class may operate the vehicle.
- Driver documents shall be verified before deployment and replacement.
- The entity shall maintain insurance, fitness, permits, PUC, road tax, FASTag and other applicable compliances and bear attributable penalties.

10. Maintenance, Insurance and Condition

- Keep the vehicle and reefer unit clean, safe, roadworthy and in good working condition.
- Complete oil/filter changes, lubrication, tyres, battery, preventive maintenance and reefer servicing on time with records.
- No structural, electrical, reefer, branding, GPS or odometer alteration without written approval.
- Maintain continuous comprehensive insurance. Renewal from the next due date shall be borne by the selected entity.

- Serious safety, insurance, unlicensed-driving, tampering or unauthorized-use default may lead to immediate suspension or repossession.

11. Reporting and Inspection

- Daily trip, cargo, odometer and temperature log.
- Monthly MIS by the 7th of the following month and quarterly utilization/maintenance/compliance report.
- Immediate notification and written report within 24 hours of accident, theft, fire, major breakdown or reefer failure.
- MSAMB may inspect the vehicle, premises and records at any time without hindrance.

12. Accident, Cargo Risk and Indemnity

- The entity shall secure the vehicle/cargo, notify authorities/insurer as applicable, preserve evidence and cooperate in claims.
- Cargo remains at the entity/consignor's risk, except liability finally attributable solely to a recorded pre-existing defect or MSAMB wilful misconduct.
- The entity shall indemnify MSAMB, its officers and APEDA against claims, loss, penalties, challans, driver/employee claims, cargo claims and statutory violations arising from custody, operation or maintenance, subject to the executed agreement.

13. Return, Damage, Recall and Repossession

- Ownership remains with MSAMB. No tenancy, leasehold, lien or proprietary interest is created.
- Return on expiry, surrender, recall or termination with all keys, tools, accessories, records and documents in handover condition, subject to normal wear and tear.
- Damage beyond normal wear and tear shall be repaired by the entity or recovered from the deposit/entity.
- Continued possession after recall is unauthorized and peaceful access shall be provided.

14. Evaluation and Selection

Mandatory eligibility shall be checked first. Minimum qualifying score is 60/100, including at least 10/20 in Utilization and Business Plan. Tie-break: higher utilization/business-plan score, then organized-market linkage score, then verified perishable volume. Selection remains subject to verification, APEDA concurrence, vehicle availability and approval.

The successful applicant shall execute the Custody and Utilization Agreement which will be shared at the time of handover of the vehicle.

15. Submission and post-selection

- Submit a sealed application superscribed "EOI for Utilization of Refrigerated Vehicle" with Annexure III documents by the stated deadline.
- Before handover, approvals, agreement, ₹1,00,000 deposit, first-month charge, insurance/statutory records, driver verification and joint condition report are mandatory.
- MSAMB may verify documents, inspect facilities, seek clarification, reject/cancel/reissue the EOI or modify conditions to comply with Government directions. Submission creates no right to allotment.

The prescribed application format is enclosed as Annexure I and forms an integral part of this EOI document.

16. Default, Termination and Disputes

- MSAMB may terminate for non-payment, underutilization, misrepresentation, misuse, maintenance/reporting failure, or other default. Curable default may take up to 7 days to cure.
- Serious safety, insurance, unauthorized-transfer/use, tampering or inspection-obstruction events may lead to immediate suspension/recall. Indian law applies.
- Disputes shall first be addressed amicably and may thereafter be referred to legally valid arbitration under the Arbitration and Conciliation Act, 1996, as amended, with seat at Shillong, subject to legal vetting.
- Courts at Shillong have jurisdiction.

ANNEXURE I: APPLICATION FORM

Field	Applicant Response	Supporting Documents
Name of Cooperative/FPO/FPC/PRIME Entrepreneur, etc.		
Registration details and Meghalaya address		
Contact person/mobile/email		
Government supporting agency		
Infrastructure (Pre-cooling, Cold storage, Aggregation centers, packhouse, warehouse)		
Modern trade/institutional/export linkages		
Vehicle preference: 5.5 MT / 7.7 MT		
Proposed routes/markets		
Monthly trips/tonnage		
Farmers/FPOs expected to benefit		
Driver and licence/authorization		
Litigation/blacklisting/conflict disclosure		

Declaration: The information is true and complete. The applicant authorizes verification, accepts MSAMB inspection and scheme-purpose restrictions and acknowledges that selection creates no right to possession.

Applicant's authorized signature;

Designation of the signatory.

Date and place;

Entity seal;

ANNEXURE II: EVALUATION MATRIX (100 MARKS)

Sl.	Parameter	Scoring Rule	Maximum Score	Document Proofs to be submitted
1	Average volume of verifiable trade of perishable commodities per annum (as per records of past 5 years)	• 25-100 - 10 points; • 101-199 – 15 points; • ≥200 – 20 points	20	○ Respective invoices
2	Existing Infrastructure (units)/ Readiness	• 1 or more Pre-cooling units - 5 points; • 1 or more Packhouse – 5 points; • 1 or more Cold rooms / Cold Storage - 5 points; • 1 or more Trained driver – 5 points	20	○ Asset ownership document (installation certificate/ self-declaration with exact specifications counter-signed by headman) ○ Valid driving license of driver
3	Business plan for utilization of the vehicle	• From 0 to 20 points	20	○ Annual Business plan (should include financial plan & projections and Commodity aggregation & dispatch plan)
4	Number of Farmer/ producers benefitting	• 25 to 50 – 5 points; • 51 to 100 – 10 points; • 101 to 200 – 15 points; • > 200 – 20 points	20	○ Details of farmers & the respective farmer ID/EPIC ID/AADHAR CARD
5	Financial capacity (Average annual Turnover as per records for the past 5 years)	• >25 Lakhs to <50 Lakhs – 5 Points • >50 lakhs to < 1 Cr– 10 points; • > 1 Cr – 20 points	20	○ Balance sheet

ANNEXURE III: DOCUMENT CHECKLIST

Sl.	Document	Status
1	Signed application and covering letter	Mandatory
2	Registration and governing documents	Mandatory
3	PAN/GST, if applicable	Mandatory
4	Meghalaya address proof	Mandatory
5	Board/Managing Committee authorization	Mandatory
6	Government support/recognition letter	Mandatory
7	PRIME ID, if applicable	Applicable
8	Records proving at least 20 MT perishables	Mandatory
9	Latest accounts and bank proof	Mandatory
10	Infrastructure documents/photos	For scoring
11	Buyer linkage records (MoU, Invoices, agreements)	For scoring
12	Farmer/member base	For scoring
13	Utilization and business plan	Mandatory
14	Driver documents	Mandatory
15	Maintenance arrangement	Before handover
16	Blacklisting/insolvency declaration	Mandatory
17	Conflict/litigation disclosure	Mandatory

ANNEXURE IV: MONTHLY UTILIZATION REPORT

Reporting Field	Details
Vehicle registration/category	
Month	
Opening/closing odometer	
Completed trips	
Kilometres	
Eligible cargo MT	
Commodities/routes/markets	
Farmers/FPOs served	
Temperature exceptions	
Downtime/reasons	
Maintenance completed	
Accident/breakdown/challan	
Payment status	

ANNEXURE V: JOINT HANDOVER/RETURN CHECKLIST

Inspection Item	Joint Finding
Date/time/location	
Registration/model	
Odometer/fuel	
Cabin/body/branding	
Refer test/temperature	
Tyres/spare/battery	
Tools/keys/accessories	
GPS/FASTag	
RC/insurance/fitness/permit/PUC	
Existing defects	
Photo/video reference	
Pending service/repair	
Repair liability	

Annexure VI : Applicable User-Charge Schedule and Payment Undertaking

A. Applicable User-Charge Schedule

The selected entity shall pay the applicable monthly user charge and security deposit based on the category of vehicle allotted by MSAMB.

Sl. No.	Vehicle Category	Payload	Body Length	Monthly User Charge	Security Deposit
1	Tata 1216 Refrigerated Vehicle	5.5 MT	17 feet	₹22,500	₹1,00,000
2	Tata 1416 Refrigerated Vehicle	7.7 MT	20 feet	₹25,000	₹1,20,000

B. Payment Terms

1. The applicable user charge shall be paid monthly in advance, on or before the 7th day of each month, through the payment mode prescribed by MSAMB.
2. The selected entity shall deposit an interest-free refundable security deposit per vehicle before taking custody of the vehicle as per mutually agreed payment method before handover.
3. The first month user charge and the prescribed security deposit shall be paid before handover of the vehicle.
4. Applicable taxes, statutory levies and bank charges, if any, shall be borne by the selected entity.
5. The selected entity shall separately bear all operating expenses, including fuel and lubricants, driver salary and allowances, toll, parking, FASTag, insurance renewal, permits, fitness, PUC, statutory compliance, routine servicing, oil and filter replacement, repairs, refrigeration-unit servicing, tyres, battery, loading, unloading, cleaning, sanitation and breakdown expenses.
6. MSAMB may adjust the security deposit against unpaid user charges, damage beyond normal wear and tear, repair/restoration costs, missing tools or accessories, statutory liabilities attributable to the selected entity, or any other recoverable amount under the EOI or Vehicle Utilization and Custody Agreement.
7. If any amount is adjusted from the security deposit during the agreement period, the selected entity shall replenish the deposit within seven (7) days of written notice from MSAMB.
8. The refundable balance of the security deposit shall ordinarily be released within 30 days after satisfactory return, joint inspection and settlement of all outstanding dues.

C. Payment Undertaking

I/We, _____, on behalf of
_____, hereby undertake that:

1. I/We have read and understood the applicable user-charge schedule and payment conditions prescribed by MSAMB.
2. I/We agree to pay the applicable monthly user charge for the vehicle allotted by MSAMB, as selected below:
3. ☐ ₹22,500 per month plus applicable taxes for a 5.5 MT, 17-feet refrigerated vehicle.
4. ☐ ₹25,000 per month plus applicable taxes for a 7.7 MT, 20-feet refrigerated vehicle.
5. I/We agree to deposit an interest-free refundable security deposit before taking custody of the vehicle.

6. I/We undertake to pay the monthly user charge in advance on or before the 7th day of each month without requiring a separate demand notice from MSAMB.
7. I/We agree to bear all expenses relating to operation, driver, fuel, insurance renewal, permits, statutory compliance, servicing, repairs, refrigeration-unit maintenance, tyres, battery, toll, parking, breakdown and upkeep of the vehicle.
8. I/We authorize MSAMB to adjust unpaid dues, repair costs, statutory liabilities, missing-item costs and other recoverable amounts from the security deposit.
9. I/We undertake to replenish any amount adjusted from the security deposit within seven (7) days of written notice from MSAMB.
10. I/We understand that failure to pay the user charge, replenish the security deposit or comply with the payment conditions may result in suspension, termination and recall or repossession of the vehicle.
11. I/We agree that the security deposit shall be refunded only after the vehicle is returned in satisfactory condition and all dues and liabilities are settled.
12. I/We agree to comply with any revision in user charges approved and communicated by MSAMB in accordance with applicable APEDA conditions and the Vehicle Utilization and Custody Agreement.

D. Applicant Details

Particular	Details
Name of Entity	
Type of Entity	
Name of Authorized Signatory	
Designation	
Address	
Mobile Number	
Email Address	
Vehicle Category Applied For	☐ 5.5 MT / 17 feet ☐ 7.7 MT / 20 feet ☐ Either
Place	
Date	

Signature of Authorized Signatory: _____

Name: _____

Designation: _____

Seal of the Entity: _____