

# The Bhagirathi Co-op. Milk Producers' Union Ltd.

Feeder Dairy: P.O-Baharampur: PIN -742101: Dist.-Murshidabad

(03482) 250898, 260534 & FAX: 03482 – 251978 e-mail: <a href="mailto:bhagirathi6@rediffmail.com">bhagirathi6@rediffmail.com</a>; Website:

www.bhagirathimilk.com

The Bhagirathi Cooperative Milk Producers' Union Ltd., was established in the year 1974, under the "Operation Flood Programme" as a Cooperative Society and is registered under West Bengal Cooperative Societies Act and Rules. The main objective of Bhagirathi Milk Union is bringing about socio-economic transformation of the rural masses through organizing Dairy Cooperative Societies in the district of Murshidabad. Over a period of 44 years, the Bhagirathi Milk Union has been able to infuse a new life in the cooperative movement of the West Bengal, ensuring democratic functioning of the cooperatives such as members' involvement in decision making process, to promote thrift, self-help and mutual aid, involving womenfolk and also to provide for transparent, devoted and efficient management and services relevant to the needs of the cooperatives. The operational area of the Union is entire Murshidabad district which covers 26 blocks.



Range of Products of Bhagirathi Milk Union

Our supply consists of exclusively cow milk obtained from good quality cattle and our effort is to bring fresh unadulterated cow milk to the doorsteps of the consumers. During the processing of the raw milk supplied to us by the farmers we pasteurize and homogenize and as well as maintain originality and purity of the cow milk. Our main objective is to supply fresh dairy products to the consumers within a reasonable cost.

## **NOTICE INVITING TENDER**

BU/E&A/TRANSPORT/2259

The Bhagirathi Cooperative Milk Producers' Union Limited invites tender in **two bid** system for entering into rate contract for hiring dry Insulated/Insulated Refrigerated Covered vans of various capacities per km basis along with driver and helper for transportation of Milk and Milk Products for a period of 1 year.

#### IMPORTANT DATE AND TIME SCHEDULE

S1.	Particulars	Date & Time
No.		
1	Date of Inviting NIT	29.09.2018
2	Tender Submission Start Date	29.09.2018
3	Tender Submission End Date	09.10.2018 by 02:00pm
6	Bid Opening Date	09.10.2018 by 03:00pm
	(to be opened in presence of willing bidders)	

# The details of work are given below:

Nature of Work	Service						
Scope of Work	Rate contract for hiring dry Insulated/Insulated Refrigerated Covered vans per km basis along with driver and helper for transportation/procurement/bulk milk supply of Milk and Milk Products for a period of 1 year.						
Area of Operation Murshidabad, Malda, Birbhum, Jharkhand, Siliguri, Ko							
Estimated Cost of Work	Rate of dry vehicle per km basis along with driver and helper for a year to be offered by the bidder						
Contract Period	1 year						
Bid Inviting Authority	The Managing Director of The Bhagirathi Cooperative Milk Producers' Union Limited						
Security Deposit	Rs.30,000/-						
Eligibility Criteria	<b>Credentials: Experience Preference</b> will be given to bidders having experience in transporting milk and milk products for any esteemed organization for a minimum period of 1 year.						
Statutory & Non Statutory Documents	<ul> <li>a) Photocopy of: <ul> <li>(1) Registration Certificate book</li> <li>(2) Fitness Certificate</li> <li>(3) Insurance Certificate</li> <li>(4) Authorization letter (in case of hired vehicle)</li> <li>(5) Road Tax</li> <li>(6)Identity proof (Ration card/Aadhar card/Election Commission's ID card/Driving License/Passport)</li> </ul> </li> </ul>						

	b) To prove his past experience, photo copies of the experience /Work Orders/Payment certificate may be submitted				
Bid Document	The bid document is available in the official Website of The Bhagirathi Milk Unionwww.bhagirathimilk.com				
	The financial bid documents of the technically qualified bidders will only be opened.				
Financial Bid	Rate shall be quoted in the Financial bid				
	The rate quoted by the tenderer shall be inclusive of all taxes and				
	levies for dry vehicle including driver and helper per km basis				
	only.				
Award of Contract	The bidder selected after evaluation of financial bid by the tender committee will be given Award of Contract, subject to fulfillment of Terms and Conditions provided in the tender.				
Validity of Bid	365 days after opening of Tender				
	Technical bid shall be submitted in a separate sealed cover. Similarly, Financial bid also will be submitted in a separate sealed cover. Both the covers of Technical and financial bid shall be kept in a larger sealed cover written on top of it as "Bid for Insulated/Insulated Refrigerated Covered vans".				
Important Instructions	This sealed cover will be dropped in a drop box kept at the office of the Bhagirathi Cooperative Milk Producers Union Limited office at Berhampur, Murshidabad within stipulated time and date.				
	Address: The Managing Director, Bhagirathi Co-op. Milk Producers' Union Ltd. Feeder Dairy: P.O-Baharampur: PIN - 742101: DistMurshidabad				
	Taxes will be deducted as per Govt. norms				

#### GENERAL TERMS AND CONDITIONS

- 1. The rate shall be quoted for a single dry vehicle inclusive of a driver and helper per km basis which is to be hired for a year. Cost of fuel shall be borne by the Milk Union. Fuel refilling shall be made from 4 to 5 specific fuel refilling stations as approved by the Milk Union the list of which will be furnished along with the Work Order. All transporters are required to refill their vehicle from the aforesaid stations only. Refilling done form any other station other than prescribed in the Work Order shall not be considered.
- 2. Toll tax and other taxes and levies will be reimbursed by the Milk Union on actual basis subject to submission of bill. The Milk Union may also issue card for Milk Transport vehicles for remission in toll taxes.
- 3. The Bhagirathi Co-operative Milk Producers' Union Ltd. will not accept any variation in conditions stipulated in the tender. Any suggestion in the tender, for any modification of the tender conditions will not be entertained and the conditional offer will render the tender invalid.

- 4. The proposed vehicle which will be provided for transportation of milk and milk products should be in good condition. **Preference will be given to new vehicles**.
- 5. The transport vehicle staff shall also be responsible for collecting cheques/drafts/letters/ and other related materials from distributors / dairy cooperative society/ etc and submitting it to the In-Charge/Route In-Charge of the concern section.
- 6. The insulated / refrigerated vehicle for Marketing should be insulated with at least two inches of thermocol and at least three inches of thermocol for refrigerated vehicles from all sides except floor which should be made of wood (two inches thickness). The vehicle should be leak-proof so that the temperature is maintained. For any damage to the vehicle or repairing charges are to be borne by the transporter
- 7. If the tenderer has already been blacklisted by any Government/ Government Undertakings/ Co-operative societies, his tender will be rejected. In case information about such black listing comes to the knowledge of the Union after awarding of the tender, the contract will be terminated, liquidated damages levied, apart from taking penal action.
- 8. BCMPUL reserves the right to accept or reject any or all tender wholly / partly without assigning any reason thereof.
- 9. Successful bidder has to provide Vehicle within 1 month or within the admissible time as decided by the management of Milk Union.
- 10. The list of vehicles and the operational routes along with time table is attached in **Annexure A.**

#### **Precautions:**

- 1. The tenderer must satisfy himself thoroughly about the geographical area to be covered, nature of work, local conditions and the requirement of the Union before submitting his tender.
- **2.** The person signing the tender should be the Proprietor / Partner / Managing Director or any other person duly authorized to sign the tender document. In the latter case, authorization letter should be attached.
- **3.** The tenderer should read every page and understand the implications fully and offer the tender only if he could discharge the obligations set out in the tender documents.

On selection, the Contractor has to execute and agreement on a Non-Judicial Stamp Paper worth Rs.100. The terms and conditions of the agreement may be read as follows.

#### DRAFT AGREEMENT

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#### Terms and Conditions:

- 1. The Transporter (transporter for the mentioned route) will be liable to carry out and hand over the milk and milk products to the said distributor/retailer (according to challan). The contract will be valid for 1 year from the date of acceptance of the Work Order and the Transporter will be liable for providing the service for the stipulated time period.
- 2. The consumption of diesel for different carrying capacity vehicle will be considered as below.

Capacity of Insulated/ Refrigerated Vehicle	Fuel consumption Km/liter for Insulated Vehicle	Fuel consumption Km/liter for Refrigerated Vehicle
600-660	5	3
500-550	7	5
300-352	8	6
150-240	10	8
50-110	17	15

N.B.: 1 liter Mobil (standard quality (BPCL/HPCL/IOCL/LIKEWISE) shall be provided for 500 km traversal.

- 3. If the service of the transporter is not found satisfactory or it is adverse to the interest of the Milk Union then the Milk Union (Bhagirathi Milk Union) may terminate the contract at any point of time.
- 4. The Transporter will be liable to receive the milk and milk products from Feeder Dairy according to the challan and time table, provided by the Marketing Section and transport them through insulated/refrigerated cover vans to the distributor/retailer lying in the concerned route. Accordingly the transporter has to return the empty crates, boxes, drafts, received copy of challan and other documents to the Milk Union as soon as the vehicle returns to dairy. If the transporter fails to fulfill the aforesaid responsibilities due to any reasons, which causes any economic loss or detrimental to the reputation of Milk Union then the transporter will be compelled to compensate the penalty amount imposed by the Milk Union which will be deducted from the monthly bill of the transporter.
- 5. As per the instruction of the Milk Union, the transporter has to maintain a proper record regarding the list of items returned by the distributors/retailers. The transporter will be responsible for any damage of consignment or return due to late arrival etc. which is caused by him/her to the distributers/retailers due any sort of mistakes/negligence .In such situation, the Milk Union will have the power to compensate the loss by deducting suitable amount from the bills of the transporter due to the negligence. The decision will be final and binding on the transporter.
- 6. If the Bhagirathi Milk Union has to stop the supply of the milk and milk products of any distributor/retailer of the said route due to any reasons, the Bhagirathi Milk Union will not be bound to pay any compensation to the transporter. The transporter is bound to follow the instruction of the Union on this note. Bhagirathi Milk Union will inform their decision to the transporter well in advance.
- 7. If the engaged vehicle of the transporter is unable to supply milk and milk products due to any reason whatsoever then the transporter has to arrange an alternative vehicle to continue the transport service. If he fails to do so, he will be liable to pay the amount of extra expenditure incurred by the Milk Union in arranging such alternate vehicle. The corresponding amount will be deducted from the bill of the transporter.
- 8. As transportation of milk and milk products belong to emergency service, the transporter will have to affix a board written "ON EMERGENCY DUTY BHAGIRATHI MILK UNION" on the vehicle, such that it draws the attention of everyone and the transport service does not get interrupted.
- 9. The transporter shall have to maintain one reserved space in the transporting vehicle for one of the official of the Milk Union and in case of any accident, the rules of Motor Vehicles (MV) act will be followed.
- 10. During the transit the transporter shall not carry any passenger or any other materials without permission of Milk Union. If the transporter or his/her staff is associated with any illegal activities or any accidents, Milk Union will not be responsible morally/legally regarding the aforesaid matters.
- 11. The transporter shall have to deposit a (refundable) security deposit amounting to Rs.30,000/- in favour of the Managing Director of The Bhagirathi Cooperative Milk Producers' Union Limited in demand Draft of any Nationalized bank at the time of acceptance of the Work Order.

- 12. The Milk Union may increase/decrease the number of distributors/retailers in the said route and the transporter will be bound supply the goods to the newly appointed distributors/retailers as per instruction of the Milk Union. In case of increase in/decrease in the number of distributor/retailer, the Milk Union the additional cost of fuel will be borne by the Milk Union on actual basis.
- 13. The transporter has to submit the transport bill (triplicate) within 7<sup>th</sup> day of every month. On this basis the bill amount will be paid within 10 days of the submission of bill. In case of failure to submit the bill within 7<sup>th</sup> day of succeeding month the Union will not be responsible for any delay in paying monthly bill. Income tax rules will be imposed accordingly.
- 14. The transporter will be fully responsible for any demurrage of milk and milk products for any negligence from the end of the transporter or his/her stuff. The demurrage amount will be decided by the Bhagirathi Milk Union and it will be deducted from the monthly bill of the transporter.
- 15. If required, the transporter will be liable to transport milk and milk products of other routes according to the challan and stipulated timetable provided by Marketing Section and at the time of carrying milk and milk products if any damage occurs, the transporter will be liable. In this case the approved rate of that type of vehicle will be considered.
- 16. The time table, for placing the vehicle to dock area for receiving the milk and milk products and for dispatching to the said route, shall be finally decided by Bhagirathi Union and the transporter is bound to follow the time table.
- 17. No appeal for enhancing the rate of dry vehicle will be entertained during the contract period. Due to any reason if the transport service is stopped or paused, the transporter has to pay the total transportation cost for any alternative arrangement made by the Milk Union and the security amount will be forfeited and suitable compensation will be imposed.
- 18. The transporter will be liable to submit all the necessary valid documents related to the vehicle such as legal permit, token, vehicle insurance, fitness certificate etc of the vehicle before engaging the vehicle.
- 19. After accepting the contract, if the transporter fails to engage the vehicle according to the work order, his/her security deposit will be forfeited and he/she will not be able to participate in any kind of tender in the BHAGIRATHI Milk Union for two years.
- 20. If the transporter quits the job during the contract period, the demurrage cost due to this, will be collected from the transporter and the security money will be forfeited and a suitable penalty will be imposed.
- 21. If any kind of doubt arises regarding the contract or its briefing, both parties can appeal to the arbitrator. In this case the arbitrator will be Chairman / Special Officer of the Milk Union or any representative nominated by them.
- 22. If it is found that any staff of the transporter is engaged in any kind of illegal activities then legal action will be taken accordingly and if any staff of the transporter misbehaves with any officials of the union, then the particular staff will have to be dismissed immediately.
- 23. The transporter will be liable to follow the instructions provided by the Milk Union from time to time.

- 24. The transporter will not carry any other items/goods than the materials provided by the Milk Union. If so a suitable fine will be imposed each time.
- 25. The Transporter cannot engage the non-insulated vehicle for milk and milk products without the prior permission of the Milk Union.
- 26. If the dairy plant is required to be closed under any circumstances like shortage of power, strike, lock-out or any natural calamity and if the transportation service get interrupted, the Union will not be liable to compensate any demurrage to the transporter.
- 27. This is completely a commercial contract, not for recruitment. No employee-employer relationship will be maintained between the transporter and the union. In addition to this the transporter has to follow the terms and conditions of the contract apart from this any instruction issued by the Milk Union will be followed by the Transporter.
- 28. If the service of the transporter is found not satisfactory and violating any of the terms and conditions the Milk Union reserves the right to terminate his/her contract without any notice. Due to any reason if the service of the transporter is no more required then Milk Union will not be liable to pay any kind of demurrage to the Transporter for the respective day or for the stipulated time period.
- 29. The vehicle used by the transporter to transport milk and milk products should comply with the MV act. In case of any kind of fine the amount shall be borne by the transporter.
- 30. No loading or unloading charges will be paid to the transporter. In addition to this in case of sale enhancement, the transporter will have to engage an extra vehicle at the same rate or the rate decided by the Union.
- 31. The transporter has to carry advertisement of Bhagirathi milk and milk products around the transporting vehicle provided by Milk Union.
- 32. Except the condition No 28, either party can terminate the contract with a notice period of three months.
- 33. For Refrigerated vehicle the transporter have to maintain below 5 degree temperature during the transit period of milk and milk products. Transit Insurance shall be borne by the Milk Union.
- 34. Transporter must have to engage 1 helper along with driver for the engaged vehicle. Bhagirathi Milk Union will not be responsible for compliance of any kind of legal, statutory obligations for the staffs engaged by the transporter.
- 35. The transporter shall return duly filled in the challan along with all returnable container (like crates, cans etc) in good condition to the designated official of the Dairy. Any loose or damaged caused to the containers, any pilferage, theft it is during the process of transportation shall be recovered from the Transporter. The amount of recovery will be:
  - A) Consumer price in case of milk and milk products.
  - B) Cost price of packing materials along with fine as decided by the Milk Union.

We look forward to receiving your quotations and thank you for your interest in this project.

Sd/-Managing Director
The Bhagirathi Co-operative Milk
Producers' Union Limited

## Copy forwarded to:

- 1. Office Notice Board
- Official Website (<u>www.bhagirathimilk.com</u>)
   Tender Notice File

# **FINANCIAL BID**

I ......bidder abide by all the terms and conditions of this NIT and submit financial offer below:

SL	Item Description				
No.	(Route Description)  (Approximate Distance Covered by the Vehicle )  (Vehicle Specification with Crate Capacity)	Quantity of Vehicle Required No(s)	Rate of dry vehicle along with driver and helper per month (Rs.)	Taxes and other levies (Rs.)	Total Rate of dry vehicle along with driver and helper per month inclusive of all (Rs.)
1	Berhampore Feeder Dairy To Malda, (Via Sujapur, Kaliyachak) 273 Km Insulated Cover Van of Capacity 600 Crates (+10% Crate)	1	To be quoted by the bidder	To be quoted by the bidder	To be quoted by the bidder
2	Berhampore Feeder Dairy To Gangarampur (Via Farakka, Malda) 390 Km Insulated Cover Van of Capacity 320 Crates (+10% Crate)	1	To be quoted by the bidder	To be quoted by the bidder	To be quoted by the bidder
3	Berhampore Feeder Dairy To Raiganj (Via Dhuliyan, Malda) 425 km Insulated Cover Van of Capacity 320 Crates (+10% Crate)	1	To be quoted by the bidder	To be quoted by the bidder	To be quoted by the bidder
4	Berhampore Feeder Dairy To Pakur (Via Ratanpur, Roghunathganj, Murarai, Aurangabad, Pakur)  250 Km  Insulated Cover Van of Capacity 500 Crates (+10% crate)	1	To be quoted by the bidder	To be quoted by the bidder	To be quoted by the bidder
5	Berhampore City Supply (Morning Supply)  On Fixed Basis 30 km  Insulated Cover Van of Capacity 300 Crates (+10% Crate)  Berhampore City Supply (Evening Supply)  On Fixed Basis 30 km  Insulated Cover Van of Capacity 300 Crates (+10% Crate)	1	To be quoted by the bidder (Rate should be quoted for vehicle along with fuel, lubricant, driver, helper on daily basis)	To be quoted by the bidder (Rate should be quoted for vehicle along with fuel, lubricant, driver, helper on daily basis)	To be quoted by the bidder (Rate should be quoted for vehicle along with fuel, lubricant, driver, helper on daily basis)

6	Berhampore City Supply (Morning Supply)  On Fixed Basis 30 km  Insulated Cover Van of Capacity 300 Crates (+10% Crate)	1	To be quoted by the bidder (Rate should be quoted for vehicle along with fuel, lubricant, driver, helper on daily basis)	To be quoted by the bidder (Rate should be quoted for vehicle along with fuel, lubricant, driver, helper on daily basis)	To be quoted by the bidder (Rate should be quoted for vehicle along with fuel, lubricant, driver, helper on daily basis)
	Berhampore Feeder Dairy To Lalgola Panditpur (Lalbagh, Jiaganj, Bhagabangola, Lalgola, Panditpur)	1	To be quoted by the bidder	To be quoted by the bidder	To be quoted by the bidder
7	110 km				
	Insulated Cover Van of Capacity 200 crates (+10% Crate)				
8	Berhampore Feeder Dairy To Kolkata (Via Beldanga, Palassey, Debagram, Bethuadhori, Dhubuliya, Krishnanagar, Shantipur, Ranaghat, Chakdah, Kalyani, Kakinara, Barasat, Dumdum, Sealdah)	1	To be quoted by the bidder	To be quoted by the bidder	To be quoted by the bidder
	420 km				
	Refrigerated Insulated Cover Van of Capacity 300 Crates (+10% Crate)				
	Berhampore Feeder Dairy To Domkal (Via Islampur, Seikhpara) 100 km	1	To be quoted by the bidder	To be quoted by the bidder	To be quoted by the bidder
9	Insulated Cover Van 100 Crates (+10% Crate)				
	Berhampore Feeder Dairy To Sagardighi	1	To be quoted	To be quoted	To be quoted by the
10	70 Km		by the bidder	by the bidder	bidder
10	Insulated Cover van of Capacity 100 Crates (+10% Crate)				
	Berhampore Feeder Dairy To Suri, (Via Bolpur ,Panagarh, Sainthiya, Dubrajpur)	1	To be quoted by the bidder	To be quoted by the bidder	To be quoted by the bidder
11	330 Km				
	Insulated Cover van of Capacity 320 Crates (+10% Crate)				

13	Berhampore Feeder Dairy To Tarapith, (Via Panchgram, Lohapur, Nalhati, Rampurhat, Mollarpur, Tarapith)  190 km  Insulated Cover van of Capacity 220 Crates (+10% Crate)	1	To be quoted by the bidder	To be quoted by the bidder	To be quoted by the bidder
14	Berhampore Feeder Dairy To Salar (via Kandi) Route may be extended upon demand  128 km Insulated Cover van of Capacity 200 Crates (+10% Crate)	1	To be quoted by the bidder	To be quoted by the bidder	To be quoted by the bidder
15	Berhampore Feeder Dairy To Siliguri 800 km Refrigerated Insulated Cover Van of capacity 500 Crates (+10% Crate)	2	To be quoted by the bidder	To be quoted by the bidder	To be quoted by the bidder

<mark>Thanking you,</mark>

Signature of the bidder [Name in Capital Letter]

#### Annexure A

SI No	Rout e No	Route	Distance (Approx.)* To & Fro (may be extended on demand)	Vehicle Specification	Capacity Required For The Said Route	Reporting time at dock*	Completion time of distribution	Return to Dairy
1	5A	Berhampore Feeder Dairy To Malda, (Via Sujapur, Kaliyachak)	273 Kms	Insulated Cover Van	600 Crate (+10% Crate)	8.00pm	5.00am	12.00pm
2	8	Berhampore Feeder Dairy To Gangarampur (Via Farakka,Malda)	390 Km	Insulated Cover Van	320 Crates (+10% Crate)	8.00pm	5.00am	12.00pm
3	5B	Berhampore Feeder Dairy To Raiganj (VaiDhuliyan,Malda)	425 km	Insulated Cover Van	320 Crates (+10% Crate)	8.00pm	5.00am	12.00pm
4	6	Berhampore Feeder Dairy To Pakur (Via Ratanpur,Roghunathganj,Mur arai,Aurangabad,Pakur)	250 Km	Insulated Cover Van	500 Crates (+10% Crate)	8.00pm	5.00am	12.00pm
5	1	Brahampore City Supply (Morning Supply) Brahampore City Supply (Evening Supply)	On Fixed Basis 30 kms	Insulated Cover Van	260 Crates (+10% Crate)	3.00am	6.00am	8.00am
6	2	Brahampore City Supply (Morning Supply)	On Fixed Basis 30 kms	Insulated Cover Van	280 Crates (+10% Crate)	3.00am	6.00am	8.00am
7	3	Berhampore Feeder Dairy To LalgolaPanditpur(Lalbagh,Jiag anj,Bhagabangola, Lalgola,Panditpur)	110 Km	Insulated Cover Van	200 Crates (+10% Crate)	3.00am	5.00am	12.00pm
8	10	Berhampore Feeder Dairy To Kolkata (Via Beldanga,palassey, Debogram,Bethuya, Dhubuliya, Krishnanagar, Shantipur,Ranaghat,Chakdah, Kalyani,Kakinara, Barasat,Dumdum, sealdah)	420 Km	Refrigerated Insulated Cover Van	300 Crates (+10% Crate)	8.00pm	5.00am	12.00pm
9	9	Berhampore Feeder Dairy To Domkol (Via Islampur,Sekhpara)	100 km	Insulated Cover Van	100 Crates (+10% Crate)	3.00am	5.00am	12.00pm
10	4	Berhampore Feeder Dairy To Sagardighi	70 Km	Insulated Cover Van	100 Crates (+10% Crate)	3.00am	5.00am	12.00pm
11	7A	Berhampore Feeder Dairy To Suri, (Via Bolpur,Panagarh,Sainthiya,Du brajpur)	330 Km	Insulated Cover Van	320 Crates (+10% Crate)	8.00pm	5.00am	12.00pm
12	7B	Berhampore Feeder Dairy To Tarapith, (Via Panchgram, Lohapur,Nalhati, Rampurhat, Mollarpur, Tarapith)	190 Km	Insulated Cover Van	220 Crates (+10% Crate)	8.00pm	5.00am	12.00pm
13	7C	Berhampore Feeder Dairy To Salar, (Via Kandi) May be extended to Burdwan upon demand	128 km	Insulated Cover Van	200 Crates (+10% Crate)	8.00pm	5.00am	12.00pm
14	11	Berhampore Feeder Dairy To Siliguri	800 km	Two Numbers Of Refrigerated Insulated Cover Van	500 Crates (+10% Crate)	As per time informed by Marketing	As per time informed by Marketing	As per time informed by Marketing