



Invitation for Sealed Quotation Sale of Cardamom 2026

1. General Information

- 1.1. The Food Corporation of Bhutan Limited (FCBL) invites sealed quotations from interested and eligible domestic and international bidders for the purchase of cardamom procured by FCBL during the 2026 season.
- 1.2. The indicative quantity offered for sale is approximately 190 MT, of which 150 MT will be procured from the Central Dzongkhags and 40 MT from the Eastern Dzongkhags, as follows:

Lot	Source (Procurement)	Lifting Point	Indicative Quantity (MT)
Lot 1	Central Dzongkhags	FCBL warehouse, Gelephu	150
Lot 2	Eastern Dzongkhags	FCBL warehouse, Samdrup Jongkhar	40
		Total	190

- 1.3. The quantities are indicative and subject to actual procurement from farmers. The final quantity allotted may vary accordingly, and no claim shall be entertained on account of such variation.
- 1.4. Bidders may quote for one or both lots. Separate rates shall be quoted for each lot.
- 1.5. The cardamom shall be of good quality, properly dried, clean and free from mould, foreign matter, infestation and excessive moisture, conforming to FCBL's specified quality and grade requirements.
- 1.6. The cardamom shall be sold at the lifting points specified in Clause 1.2. Bidders may inspect the stock at the respective FCBL warehouse during office hours prior to lifting. No complaint regarding quality, grade or moisture content shall be entertained after lifting.

2. Eligibility of Bidders

- 2.1. Domestic bidders shall submit copies of a valid trade licence for the relevant business activity and a valid Tax Clearance Certificate.
- 2.2. International bidders shall submit copies of a valid company registration or business licence and the relevant import authorisation from their country of operation.





- 2.3. Bidders who are debarred by FCBL or any Government agency, or who have outstanding dues with FCBL, shall not be eligible to participate.

3. Submission and Opening of Quotations

- 3.1. Quotations shall be submitted in a sealed envelope superscribed "**Quotation for Purchase of Cardamom**" and addressed to the Chief Executive Officer, Food Corporation of Bhutan Limited, Corporate Headquarters, Phuentsholing.
- 3.2. The last date and time for submission is **10 November 2026 at 10:30 am**. Quotations received after the deadline shall be rejected.
- 3.3. Quotations shall be opened on the same day at 11:00 am at FCBL Corporate Headquarters, Phuentsholing, in the presence of bidders or their authorised representatives who wish to attend.
- 3.4. Rates shall be quoted in Ngultrum per kilogram (Nu./kg), in figures and words, separately for each lot, in the Price Schedule at *Annexure I*. In case of discrepancy, the rate in words shall prevail.
- 3.5. Quotations shall remain valid for 30 days from the date of opening. Conditional or incomplete quotations shall be rejected.

4. Evaluation and Award

- 4.1. Each lot shall be awarded to the eligible bidder quoting the highest rate who is also in a position to furnish the security for the 75% balance payment as specified in *Clause 6*.
- 4.2. Where two or more bidders quote the same highest rate, FCBL may invite them to submit revised sealed offers, or decide the award in the best interest of FCBL.
- 4.3. The successful bidder shall be notified in writing and shall sign the Sale Agreement with FCBL within six (6) days of the notification.

5. Price

- 5.1. The rate quoted shall serve as the **benchmark price**.
- 5.2. The benchmark price may be revised upward proportionately, based on prevailing market conditions, through negotiation between the successful bidder and the respective FCBL Regional Office (Central or Eastern) prior to lifting. The final price shall not be lower than the benchmark price.

6. Payment Terms and Security

- 6.1. The successful bidder shall make payment as follows:
- a) An upfront payment of 25% of the total sale value in cash or by demand draft, prior to lifting; and





- b) The balance of 75% within five (5) months from the date of lifting from the FCBL warehouse.
- 6.2. Prior to lifting, the successful bidder shall submit, as security for the 75% balance payment, any one of the following, valid for not less than six (6) months beyond the credit period:
- An irrevocable and unconditional Bank Guarantee;
 - An irrevocable Letter of Credit (LC); or
 - Legalised collateral acceptable to FCBL.
- 6.3. No cardamom shall be released until the upfront payment is received and the security under *Clause 6.2* is accepted by FCBL.

7. Lifting, Taxes and Charges

- 7.1. The successful bidder shall lift the allotted quantity from the respective FCBL warehouse within one (1) week of notification received from the regional office.
- 7.2. Ownership and all risks shall pass to the successful bidder upon lifting from the FCBL warehouse.
- 7.3. All applicable taxes, duties, transportation, insurance and other charges after lifting from the FCBL warehouse shall be borne by the successful bidder.

8. Default

- 8.1. If the successful bidder fails to sign the Sale Agreement, make the upfront payment, furnish the security or lift the stock within the stipulated time, FCBL may cancel the award and offer the lot to the next highest eligible bidder.
- 8.2. If the balance payment is not made within the credit period, FCBL shall invoke the Bank Guarantee, Letter of Credit or collateral to recover the outstanding amount, along with interest at 24% per annum for the period of delay.
- 8.3. A defaulting bidder shall be debarred from participating in future FCBL sales, in addition to any other action under the applicable laws.

9. General Conditions

- 9.1. FCBL reserves the right to accept or reject any or all quotations, in whole or in part, or to cancel the process at any time without assigning any reason.
- 9.2. Any attempt by a bidder to influence the evaluation or to collude with other bidders shall result in rejection of the quotation and debarment.
- 9.3. These terms and conditions shall form part of the Sale Agreement and shall be governed by the laws of the Kingdom of Bhutan.
- 9.4. Any dispute shall first be resolved amicably. Failing which, it shall be referred to Phuentsholing Dungkhag Court.





10. Contact

10.1. For further information, please contact Mr. Pema Dorji, Head of Agricultural Marketing Division (AMD), FCBL, Phuentsholing, at +97517761387 or pema.dorji@fcbl.bt.

Annexure I: Price Schedule

Name of Bidder: _____

Address and Contact No.: _____

Lot	Source / Warehouse	Quantity (MT)	Rate figures (Nu./kg)	Rate in words (Nu./kg)
Lot 1	Central Dzongkhags, sourced through Gelephu	150		
Lot 2	Eastern Dzongkhags, sourced through Samdrup Jongkhar	40		

I/We have read and accepted all the terms and conditions of this quotation.

Signature: _____ Date: _____

Name and Designation: _____

Seal of the firm:

