



TAMIL NADU FISHERIES DEVELOPMENT CORPORATION LIMITED
Integrated Office Complex for Animal Husbandry & Fisheries
Department, No.571, 4th Floor, Anna Salai, Nandanam,
Chennai – 600035

R.C.No.924/S3/2025

Dated:25.07.2025

**EXPRESSION OF INTEREST (EOI) FOR THE APPOINTMENT OF VENDOR
FOR RUNNING A RETAIL FISH OUTLET EITHER PERMANENT OR
MOBILE RETAIL OUTLET UNDER FRANCHISEE MODEL.**

M/s. TNFDC Ltd., invites 'Expression of Interest' (EOI) for appointment of vendors for running retail fish outlet either permanent or mobile retail outlet under franchisee model. The applications for empanelment will be processed on 5th day of every month.

The other details and the Expression of Interest (EOI) documents may be downloaded through internet from www.fisheries.tn.gov.in / www.tnfdc.in / www.meengal.com at free of cost. The applicants shall submit their application online through "KAYAL" portal at <https://kayal.tnfdc.in/> The online applications shall be printed and submitted along with all necessary documents to the Managing Director, TAMIL NADU FISHERIES DEVELOPMENT CORPORATION LIMITED, Integrated Office Complex for Animal Husbandry & Fisheries Department, No.571, 4th Floor, Anna Salai, Nandanam, Chennai – 600 035.

Sd./-MANAGING DIRECTOR

TAMILNADUFISHERIESDEVELOPMENTCORPORATIONLIMITED
Integrated Office Complex for Animal Husbandry & Fisheries Department
No.571, 4th Floor, Anna Salai, Nandanam, Chennai – 600 035.

R.C.No.924/S3/2025

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EXPRESSION OF INTEREST (EOI) NOTIFICATION

Sub: TNFDC Ltd – Invitation of “Expression of Interest” (EOI) for the appointment of vendor for running a retail fish outlet either permanent or mobile retail outlet under franchisee model - Regarding.

- a. The Managing Director, TNFDC Ltd, a Government of Tamil Nadu Undertaking, is inviting “EOI” for the appointment of vendor for running a retail fish outlet either permanent or mobile retail outlet under franchisee model.
- b. The “Expression of Interest” (EOI) documents may be downloaded through internet from www.fisheries.tn.gov.in / www.tnfdc.in / www.meengal.com at free of cost.
- c. The applicants shall submit their online application through “KAYAL” portal at <https://kayal.tnfdc.in/> on payment of application fee of Rs.100.
- d. The online applications shall be printed and submitted along with all necessary documents and confirmation of fee payment to the Managing Director, TAMIL NADU FISHERIES DEVELOPMENT CORPORATION LIMITED, Integrated Office Complex for Animal Husbandry & Fisheries Department, No.571, 4th Floor, Anna Salai, Nandanam, Chennai – 600035. The cover should be superscribed as “Appointment of vendor for running a retail fish outlet either permanent or mobile retail outlet under franchisee model”.
- e. While submitting EOI, the applicant should certify that they have read & fully understood and abide by the “terms and conditions” and TOR.
- f. The received EOI will be opened by the designated committee at office of the Managing Director, TNFDC Ltd., Chennai-35 and processed on 5th day of every month.
- g. The successful applicants will be enlisted in the list of appointed vendors and intimated through available channels communications on or before 10th day of every month

MINIMUM ELIGIBILITY CRITERIA PRESCRIBED FOR QUALIFICATION

- i. Experienced qualified individuals, members of Fishermen Cooperative Societies, Fishermen/ Women Cooperative Societies, vendors, firms, companies, Fishermen Fish Producer Organizations (FFPO) having suitable potential, financial and managerial capabilities should submit their application for Appointment of Vendor for running a Permanent or Mobile Retail Fish Outlet under franchise model with the details as listed in this document.
- ii. Preference will be given to the Fisherwomen/ Fishermen Cooperative Societies / FFPO's/ JLG's / members of Fishermen Welfare Board, Fishermen Fish Producer Organizations (FFPO)
- iii. Previous Experience in the fish and fishery products trade is desirable.
- iv. Balance sheet in case of firms/companies with IT returns of previous 2 years.
- v. Turnover details in case of firms/ companies for last 2 years.
- vi. Aadhaar, PAN Number, GST Certificate (if applicable).
- vii. Should possess a land or shop of appropriate size either on lease or own.

VALIDITY OF EOI:

- i. This is a Rolling EOI for the appointment and TNFDC reserves the right to terminate the same without any notice.
- ii. The appointment shall be valid for a minimum period of 1 year from the date of acceptance and extendable for further period as decided by the TNFDC Ltd.
- iii. If any information provided by the applicant are found to be factually false or misleading, such proposal will summarily be rejected at any time during the validity of the tender and liable for penalties as applicable.
- iv. The EOI are liable for rejection due to the following reasons:
 1. Incomplete / non-submission of any of the documents sought for.
 2. For any disqualification made by the TNFDC Ltd and Government of Tamil Nadu for becoming blacklisted
 3. Default in the previous transaction.
 4. Incomplete technical and commercial bids submissions

- v. Violation of any of the terms and conditions of the EOI or the agreement executed by the applicant is liable for stringent actions like forfeiting of security deposit amount and disqualification to participate in departmental tenders for a period of three years or any other punishment as deemed fit in the opinion and judgment of the Government of Tamil Nadu depending on the nature of violation.

LEGAL TERMS AND COMPLIANCES:

- a. The successful applicant in EOI for the appointment of vendor for running a retail fish outlet either permanent or mobile retail outlet under franchisee model shall execute an agreement covering the Terms and Conditions of the Tender in Rs.200/- Non-Judicial Stamp Paper or as per the existing procedure at his cost, at the time of acceptance of appointment with TNFDC Ltd.
- b. In respect of any dispute arising out in implementation of this tender, the decision of the Managing Director, TNFDC Ltd/ Director of Fisheries and Government of Tamil Nadu shall be final.
- c. For any legal remedies, the Courts at Chennai city shall only have the jurisdiction.

OTHER CONDITIONS:

- a. The conditional EOI will be rejected.
- b. The empanelment EOI Accepting Authority reserves the right to reject the tender even after opening of Tenders without assigning any reasons whatsoever.
- c. A pre bid meeting will be organized by the TNFDC on 15th day August 2025 at 3.00 pm at the office of TNFDC to clarify doubts if any on the scheme.

Sd./-MANAGING DIRECTOR

Terms of Reference (TOR) for the EOI for Appointment of Vendor for running a Permanent or Mobile Retail Fish Outlet under franchise model.

The Tamil Nadu Fisheries Development Corporation Limited is a Government of Tamil Nadu undertaking carrying out retail fish marketing activities in Chennai City and running modern retail outlets and mobile fish marketing kiosks at various places in Chennai, Coimbatore and sub-urban areas surrounding these places.

The TNFDC Marketing units are purchasing around 400 MT of Marine fishes annually from wholesale fish merchants and fishermen from fishing villages and around 200MT of Inland Fishes from Inland water bodies especially in Coimbatore and Tiruppur Districts and selling it to its consumers.

The probable varieties of marine and fresh water fishes being purchased by the Marketing Units based on the size, weight etc., are given in annexure-I for reference.

Objective for appointment of fish vendors under franchise model:-

The TNFDC, intends to expand its retail fish marketing units and desires to appoint the potential Vendor for running a Permanent or Mobile Retail Fish Outlet under franchise model from Chennai City and other places of Tamil Nadu for operating retail units of fishes.

Process of appointment and Scope of the works of fish vendors under franchise model:-

1. The applicants shall submit their online application through “KAYAL” portal at <https://kayal.tnfdc.in/> on payment of application fee of Rs.100.
2. The online applications shall be printed and submitted along with all necessary documents and confirmation of fee payment to the Managing Director, TAMIL NADU FISHERIES DEVELOPMENT CORPORATION LIMITED, Integrated Office Complex for Animal Husbandry & Fisheries Department, No.571, 4th Floor, Anna Salai, Nandanam, Chennai – 600035. The cover should be superscribed as “appointment of vendor for running a retail fish outlet either permanent or mobile retail outlet under franchisee model”.

3. While submitting EOI, the applicant should certify that they have read & fully understood the “terms and conditions” and TOR they will abide by the same.
4. The received EOI will be opened at office of the Managing Director, TNFDC Ltd., Chennai-35 and processed by a designated committee on 5th day of every month.
5. The successful applicants will be intimated through available channels of communication and enlisted in the list of appointed vendors on or before 10th day of every month
6. Filled in application long with ID Proof, Address Proof, Aadhar Details, Bank Statement and Photo of the Individual will be scrutinized by the Committee nominated by the Managing Director, TNFDC Ltd. Preference will be given to the Fisherwomen/ Fishermen Cooperative Societies / FFPO's/ JLG's
7. The space /shop (not less than 150 Sq.ft.) owned/leased by the applicant will be inspected for its suitability as regards to the Water Supply, Drainage, Approach to the Customer, etc. For mobile outlet the vehicle should be similar to that of one being used by TNFDC Ltd.
8. On ascertaining the suitability of the shop / vehicle owned/leased by the applicant provisional selection will be made by the TNFDC.
9. In the case of property on lease, the applicant may enter into an agreement with the owner of the property in his name and the rent for the shop/ vehicle so identified and shop established may be paid by the Franchisee to the land owner after the provisional selection by the TNFDC.
10. In case of multiple applications for a single location, the appointment will be made based on the suitability of the shop / vehicle owned/leased by the applicant and marketing potential of the location as decided by the committee.
11. Based on the provisional selection of the individual and his/her identified shop or mobile outlet, provisional appointment as Franchise Retail Fish Outlet will be issued by TNFDC Ltd.
12. The Franchise has to appoint necessary supporting staff such as Sales Assistant, Helper, Cutter as required for carrying out hygienic and smooth sales.

13. On receipt of the provisional selection, the applicant shall deposit refundable Security Deposit of Rs.50,000/- in the form of DD with TNFDC which does not bear any interest.
14. The fish required / intended by the Franchisee through a system implemented by the TNFDC will be supplied to the Franchise by TNFDC. The Franchise is at liberty to use his own transportation means complying with the cold chain requirements of TNFDC or to use the fish transportation vehicles of TNFDC at the specified rates.
15. The Franchisee shall ordinarily arrange to take the delivery of the intended fish from the designated distribution Hub on a daily basis only after making advance payment for intended consignment. The fish shall also be delivered at the retail outlets on pre agreed terms and conditions.
16. While making the advance payment for the intended consignment, the Franchisee shall deduct a Trade margin @ 5 - 15% on as may be specified by the competent authority of TNFDC from time to time on the MRP fixed by TNFDC.
17. Ice in crushed form will be supplied in the ratio of 1:2 by TNFDC Ltd. Additional ice if required has to be purchased by the Franchisee at the cost specified by the TNFDC.
18. The Franchisee has to carry out the sale of value-added fishery products supplied by TNFDC in addition to the fish at a price not exceeding the MRP fixed by TNFDC.
19. The maximum retail price (MRP) will be fixed by TNFDC Ltd., on daily basis and products has to be sold by the Franchisee not exceeding the MRP.
20. The Franchisee must provide proper bills either in printed or electronic format in the name of TNFDC using of the software application of TNFDC.
21. The Stall branding and model shall be as specified by the TNFDC only.
22. No spoilage of fish / return will be entertained by TNFDC from the Franchisee once the goods are delivered and accepted by the Franchisee.
23. The franchisee shall not sell any fish which do not comply with the quality standards of TNFDC. The franchisee shall ensure proper cold chain arrangements through out the value chain.

24. The franchisee shall implement all quality standards at the retail outlet prescribed by TNFDC
25. The minimum sales target of 800-1000 Kg / month in a calendar year is a fixed one. (However, the sales target allowed for 1st Month – 750 Kgs. 2nd Month - 850 kgs 3rd Month onwards – 1000 kgs). The sales target is subject to change based on profit / loss in fish marketing by TNFDC.
26. In case of continuous non achievement of target for a period of Three months, TNFDC reserves the right to initiate action for impose of penalty or termination of the Franchisee after providing opportunity for hearing.
27. The Franchisee has to maintain the fish retail outlet in most hygienic manner complying with the SAFE FISH initiative requirements as specified by the TNFDC along with proper solid waste management without any civic complaints.
28. The list of equipment and accessories listed in Annexure has to be provided to the stall by the franchisee at his cost as per branding of TNFDC Ltd.
29. The Franchisee has to execute an agreement on non judicial stamp paper with TNFDC Ltd., which is renewable every year.
30. The Managing Director, TNFDC Ltd., reserves all rights to accept or reject the application for Franchisee.
31. All necessary Statutory Clearances and License to be obtained by the Franchisee from concern authorities.
32. There will be surprise checks and inspection from TNFDC Ltd., If any terms & conditions prescribed not followed will result in penalty or termination of licence or both.
33. All disputes relating to the franchised retail outlet licence are to the terms and condition above referred to or the interpretation thereof shall be referred to the sole arbitration of the Managing Director, TNFDC Ltd and whose decision shall be final/ binding. The arbitration will be conducted under the Arbitration and Conciliation Act. Any civil disputes are only at Chennai city court limits on the dispute arising out of the agreement.
34. It is specifically understood that the relationship between the Corporation and the Franchisee is of seller and Buyer and cannot be construed as Employer and Employee.

Sd./-MANAGING DIRECTOR

ANNEXURE -I

List of facilities to be provide in the Fish Stall :-

1. Water Supply and Drainage arrangements.
2. Fish Cutting Table preferably with Poly Carbonate Board.
3. Electronic Weighing and Billing Machines.
4. Insulated Ice Boxes with Phase Changes Material (PCM) for Fish Storage.
5. Plastic Trays for Display of Fishes.
6. Fly Catchers.
7. Name & Price List Board.
8. Adequate Lightings & Ventilation.
9. Display Racks for Value Added Products.
10. Refrigerated Visicooler Display (Optional)

ANNEXURE – I

List of fish Varieties proposed to be made available in the retail outlets.

Sl.No	Fish Varieties	Size / Weight
1	Seer Big	5 Kgs & above
2	Seer Medium	2 Kgs & above
3	Seer Small	1 Kg & above
4	Chinese White Pomfret (Big)	above 1.0 Kg
5	Chinese White Pomfret (Medium)	0.5 Kg above
6	White Pomfret (Big) Grade-I	300 Gms & above
7	White Pomfret (Big) Grade-II	200 Gms & above
8	White Pomfret (Medium)	150 Gms & above
9	White Pomfret (Small)	100 Gms & above
10	Black Pomfret (Big)	1 Kg & above
11	Black Pomfret (Medium)	500 Gms & above
12	Black Pomfret (Small)	200 Gms & above
13	Bekti (Big)	1 Kg & above
14	Bekti (Small)	500 Gms & above
15	Lacterius (Big)	500 Gms & above
16	Lacterius (Smal)	100 Gms & above
17	Kala (Big)	1 Kg & above
18	Kala (Small)	500 Gms & above
19	Prawn White Big (Head on)	30 Counts
20	Prawn White Medium (Head on)	60 Counts
21	Prawn White Small (Head on)	80 Counts
22	Prawn Black Tiger (Head on)	60 Counts

23	Prawn Sea Naran (Head on)	30 Counts
24	Prawn Sea Naran (Medium) (Head on)	50 Counts
25	Prawn White Flower (Head on)	30 Counts
26	Prawn River White (Head on)	60 Counts
27	Perch (Big)	1 Kg & above
28	Perch (Small)	0.5 Kg & above
29	Shark (Big)	2 Kgs & above
30	Shark (Small)	1 Kg & above
31	Baracuda (Big)	2 Kgs & above
32	Baracuda (Small)	1 Kg & above
33	Sillago (Big)	150 Gms & above
34	Sillago (Small)	Above 100 Gms
35	Fillet (Bhasha)	
36	Navarai	200 gms above
37	Red Snapper (Big)	2 Kgs & above
38	Red Snapper (Small)	500 Gms & above
39	Sankara (Big)	above 200 Gms
40	Sankara (Small)	above 100 Gms
41	Kadal Viral	2 Kgs & above
42	Lethrines (Big)	1 Kg & above
43	Lethrines (Small)	200 Gms & above
44	Sori Parai	Above 200 gms
45	Parai (Big)	1 kg & above
46	Parai (Small)	200 Gms & above
47	Parala	above 5 Kgs
48	Kalava	above 1 Kg to 2 Kgs
49	Udan	above 200 gms
50	Jew	above 5 Kgs
51	Sole (Big)	1 Kg & above
52	Sole (Small)	500 Gms & above

53	Hilsa	above 1 Kg
54	Belone	above 200 gms
55	Silver Bellys	above 200 gms
56	Crab (Blue Leg - Big)	above 300 gms
57	Crab (Blue Leg - Medium)	above 200 gms
58	Crab (3 Star)	above 150 gms
59	Mackeral	150 gms & above
60	Sardine	
61	White Bait (Big)	
62	White Bait (Small)	
63	Cuttle Fish	
64	Squid	
65	Q.Mixer	
66	Thumbli	
67	Sadaiyan	above 4 Kgs
68	Katta	above 5 Kgs
69	Tuna (Big)	2Kg & above
70	Tuna (Small)	1 Kg & above
71	Catla	1½ Kg & above
72	Rohu (Big)	1½ Kg & above
74	Rohu (Small)	1 Kg & above
75	Mrigal (Big)	1½ Kg & above
76	Mrigal (Small)	1 Kg & above
77	Murrel (Live)	1 Kg above
78	Cat Fish	above 1 Kg
79	Tilapia	above 500 gms
80	Mullet	1 Kg above
81	Mud Crab (Live)	above 1 Kg
82	Etroplus	500 Gms & above
83	Etroplus (S)	200 Gms & above

Date:

(A Government of Tamil Nadu Undertaking)

**No.571, 4th Floor, Anna Salai,
Nandanam, Chennai – 600 035.**

**Passport size
photo**

APPLICATION FORM

**FOR ISSUE OF FRANCHISE LICENSE FOR OPERATION OF FISH RETAIL OUTLET IN
CHENNAI FISH MARKETING UNIT OF TNFDC LTD.**

1	Name (in Block Letters)	:
2	Father's/ Husband's Name	:
3	Sex	:
4	Date of Birth	:
5	Nationality	:
6	Educational Qualification	:
7	Name of & member of Fishermen Co-Operative Society if any	:

8	Registration Certificate / Trade Licence No	:
9	GST Certificate Number (if applicable)	:
10	PAN (firms) / Aadhar (Individual)	:

11 Permanent Address

[illegible]

12 Address for Communication

Flat/House															
Street															
Area															
City									Pin						
Phone															
Mobile															
E mail															

IV. Profession experience details:-

13 Present Profession/ Business :
details

(Attach relevant documents copies)

14 Previous experience in the same
Trade Name of the Institution /
Hotels served supporting
documents (Xerox copy of the :
Purchase order / Contract letter)

15 Financial position of the
applicant
(Annual turnover & Income Tax
Statements of the applicant for last :
attached) Two years to be

V. Details of Land/Shop owned or leased by the applicant:-

16 Address of the Property :
(Shop/Land) (Details of the above
to be attached with site plan,
location etc. With other photos of
site, Shop etc.,)

Plot No																
Street																
Area																
Survey No																
Revenue Village																
Taluk																
District										Pin						

17 GPS Coordinates:

					N						E
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18 Ownership (Owned/Leased) :
(Attach Proof in case of lease a
letter from the owner concerned

19 Size of the Property :

20 Enclosures: :

Proof of residence / employer: enclose
copy of ration card /Passport /EPIC/
Employer's ID Card/Aadhar Card /
PAN.

21 Person with disability :

ANNEXURE – II

DECLARATION BY THE APPLICANT

- i. I have read and understood the relevant Terms and Conditions of EOI Notification No. 924/S3/2025 dated 25.07.2025 and I have submitted the EOI in accordance with the Terms and Conditions of the above notification and document. I will be present before the Officer in-charge on any day prescribed by him for submission of additional details if any.
- ii. The information furnished in the EOI are true and factual and I clearly understand that our EOI are liable for rejection, if any information furnished is found be not true and not factual at any point of time.
- iii. I have gone through the Terms and Conditions governing in this EOI and submitted without any ambiguity in my mind and would abide by the terms and conditions governing in this EOI

Place:

Date:

Seal and Signature of the Tenderer