



भारतीय समुद्री विश्वविद्यालय  
**INDIAN MARITIME UNIVERSITY**  
(पत्तन, पोत परिवहन और जलमार्ग मंत्रालय के अधीन एक केंद्रीय विश्वविद्यालय)  
(A Central University under the Union Ministry of Ports, Shipping and Waterways)  
कोच्चि परिसर/KOCHI CAMPUS



IMU/KoC/LIB/PUR/BKS/2023-24 / 137

13<sup>th</sup> February, 2024

**Sub: Inviting quotation for purchase of Textbooks and Reference books for  
IMU Kochi library-2023-24**

Sir/Madam,

The Indian Maritime University, Kochi Campus proposes to purchase textbooks and reference books for the library. Hence, approved vendors of the Federation of Publishers and Booksellers Association in India (FPBSA), vendors of national level book trade associations and vendors of state level book trade associations are requested to send their quotation for the same. A list of books is attached as an **Annexure-1**.

**Terms and condition for the quotation to be followed:**

**A) General:**

- 1) Latest editions of books, unless mentioned otherwise.
- 2) Paperback editions of books, unless specified otherwise.
- 3) Indian editions of books, unless mentioned otherwise.
- 4) Minimum 1.0% discount should be given.
- 5) Conversion rates for converting foreign currency to Indian currency will be as per **Reserve Bank of India (RBI)** for the foreign currency denominated books. Quotations of the Vendors using **GOC Conversion rates are not accepted**.
- 6) The rate for the Books is to be kept in a confidential manner and has to be sent in a sealed envelope.
- 7) The quotation received through e-mail or open envelop will be rejected.
- 8) The supplier should quote the rate as per the format. Title wise, MRP should be mentioned. The quote given in any format other than this one or quoting only the discount without the price will be rejected.
- 9) In the case of short/no discount titles (such as Central and State/ Government publications/Society Publications) attach the proof for the same with quotation.

10) The proposed number of titles of books is tentative and the actual quantity is subject to change. In particular, the quantity for supply may vary up to 25% more or less.

**11) The rate should be quoted in a detailed manner with Currency, Price, Unit Rate (INR), Discount %, Unit Price after Discount (INR) and Total Amount in (INR).**

**12) Also send the document supporting that Vender is a member of Federation of Publishers and Booksellers Association in India (FPBSA) and State level book trade associations.**

**13) No change in terms and conditions stipulated in the quotations would be accepted while evaluating the quotations.**

#### **B) Evaluation of Quotations:**

1) Title wise evaluation of quotation will be done and the lowest price quoted by the supplier for a particular title shall be considered as L1.

2) For converting foreign currency to Indian currency, the latest conversion rate as announced by the **Reserve Bank of India (RBI)** on the date of quotation opening shall be used.

2) In case the lowest price quoted for a particular title is same in case of more than one supplier, the order will be placed to the supplier who became L1 in more number of titles. In case two or more supplier have same L1 price in same number of titles preference would go to vendor having higher net order.

#### **C) Cancellation of Quotation:**

Notwithstanding anything specified in this quotation, Purchaser/IMU Kochi at their sole discretion, un-conditionally and without assigning any reasons, reserves the rights

1) To accept or reject lowest quotation

2) To accept any quotation in full or in part

3) To reject quotation offer not confirming to the terms

#### **D) Terms of Delivery:**

**1) The firms furnishing the quotation should be able to supply the stated quantity within 25 days for Indian edition books and 30 days for foreign edition books.**

2) "Ordered books" shall be supplied along with authentic price proof, only of Publisher's Catalogue in case of foreign books, and in case of Indian books where the

price is not printed on the book, submit an authentic document/s in support of price verification.

3) Damaged books with missing pages, pages partly damaged, pages not readable, etc. shall have to be accepted back by the supplier, even though they have been stamped and vendor will bear the cost of return of the books, otherwise the cost of the book will be deducted from the rest of the order value.

4) The suppliers have to make the supplies of ordered books in totality. Keeping in view the issues like out of print/non availability etc. the supplier should be able to supply at least 90% of the ordered books.

5) The delivery shall be through registered/Book Post/Parcel/Courier/in person on the risk & responsibility of the firm on Door delivery basis. No freight/ transportation charges, loading and unloading charges, postage, Insurance or any other charges whatsoever shall be paid extra.

#### **E) Price Schedule and Payment Terms:**

1) Booksellers shall submit their pre-receipted bill/bills on revenue stamp in Triplicate, duly supported by the necessary documents after satisfactory completion of the order.

2) No advance payment shall be made and payment shall be released after the receipt of supplies and report of committee/ librarian.

3) The original currency should be mentioned in the bill in case of foreign publication.

4) The bill is to be raised by the supplier at the **RBI conversion rate** prevailing on the date when the books are finally invoiced against order or procured from abroad for foreign currency denominated books.

5) The payment will be released only after the entire supply has been received to the satisfaction of the Assistant Librarian, IMU-Kochi Campus.

6) The bill should bear the certificate from the supplier that books supplied are latest editions and that the prices have been charged correctly and in accordance with the latest publishers catalogue/invoice or importer/distributors invoice.

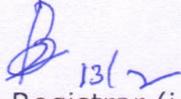
7) The successful bidder shall have to certify on the body of the bill that rates charged are lowest offered by the publishers/distributors on these books.

The quotation shall be sent in sealed envelope super scribing **"Quotation for the Textbooks and Reference Books for IMU Kochi Campus Library"** addressed to

**The Director,  
Indian Maritime University, Kochi Campus,  
South End Reclamation Area, NH-966B,  
Near Alexander Parambithara Bridge,  
Matsyapuri P O, Willingdon Island, Kochi-682029**

**The sealed quotation should reach the above address on or before 20<sup>th</sup> February, 2024 at 15:00 hrs. Quotation received after this date will be summarily rejected.**

This issues with the approval of the Campus Director.

  
Deputy Registrar (i/c)  
IMU Kochi Campus

List of Textbooks and Reference Books for the year 2023-24											
Annexure - I											
Sl. No.	Title	Author	Publishers	Copy Required	Currency	Price	RBI Conversion Rate	Unit Price (Rs)	Discount (%)	Unit Price After Discount (Rs)	Total Price After Discount (Rs)
1	Strategic Logistics Management, 4 th edition,	Lambert, D. and James R Stock.,	Tata McGraw Hill/Irwin,	2							
2	Sustainable Logistics and Supply Chain Management (Principles and Practices for sustainable Operations and Management) (9781398604438)	Alexander Trautrimis , Chee Yew Wong, and David B. Grant	Kogan page	3							
3	Supply Chain Excellence (A Handbook for dramatic improvement using the SCOR model Adapted for using SAP and Global projects) – 3rd Edition (9780814437537)	Peter Bolstorff and Robert Rosenbaum	Amacom	5							
4	Contemporary Logistics – (9789353069735)	Paul R Morphy Jr, A Michael Knemeyer	Pearson Education	15							
5	The Supply Chain Revolution: Innovative Sourcing and Logistics for a Fiercely Competitive World,	Suman Sarkar	AMACOM	3							
6	Green Logistics (improving the environmental sustainability of logistics 3rd edition	Alan Mackinnon, Michael Browne, Maja Piecyk, Anthony whiteing	Kogan page	8							
7	Operations Management A Complete Guide	The Art of Service – Operations Management Publishing,	The Art of Service – Operations Management Publishing,	2							
8	Operations Management and Supply Chain Management, 15th Edition (9789353161170)	Richard B. Chase,	McGraw Hill Education	10							
9	Operations Management for Business Excellence – Building sustainable supply chains – 4th Edition	David Gardiner and HandrikReefve	Routledge	2							
10	Operations Management (9789332586703)	Jay Heizer, Barry Render, Chuck Munson,	Pearson Education	10							
11	Operations strategy 5th Edition (9789353060459)	Nigel slack, Michael Lewis	Pearson Education	3							
12	Operations Management 13th Edition (9789355322647)	William J. Steverson	McGraw Hill Education	3							
13	Operations and Supply Chain Management – 15th Edition (9789353161170)	Richard B chase, Ravi Shankar et-al,	McGraw Hill Education	3							
14	IMDG code: International Maritime dangerous goods code, 2022 th ed.	IMO	IMO	1							
15	Warehouse Management: The Definitive Guide to Improving Efficiency and Minimizing Costs in the Modern Warehouse, 4 th edition,	Gwynne Richards,	Kogan page	2							
16	Basics of warehouse and Inventory Management (The pillars of business logistics)	Villivalam Rangachari Rangarajan,	Notion press	5							
17	The Warehouse Management., 2nd Edition,	James A Thompkins and Jerry D Smith,	Thompkins Publishers,	1							
18	Introduction to material Management, 8TH ED (9789386873248)	N.Chapman Stephen Et al.,	Pearson Education	3							
19	Air Cargo Management Air Freight and the Global Supply Chain,	Sales M,	Taylor & Francis	4							
20	The Air Logistics Handbook (9780815391715)	Michael Sales,	Routledge publication- Indian reprint	10							
21	Logistics & Air Cargo Management,	N.V.Suresh, Deepa Rajesh,V.Suganya,	Iterative International Publisher	5							
22	Supply Chain Analytics -2021	Vijayaraghavan T. A. S,	Wiley India Pvt. Ltd.	12							
23	Microsoft Excel 2019 – Data Analysis and Business Modeling (9789389347180)	Wayne L. Winston,	PHI Learning Private Limited	5							
24	“Introduction to Management Science” 3 rd Edition	Frederick S Hiller, Mark S Hiller,	Tata McGraw Hill Education Private Limited	5							
25	Operations Research	Kanti Swarup, P.K. Gupta, Man Mohan	Sultan Chand & Son Educational Publishers.	13							
26	Supply Chain Analytics and Modelling,	Nicoleta Tipi,	Kogan page	1							
27	Derivatives and Risk Management, 1st edition	Madhumathi R, Ranganatham M,	Pearson India	5							

28	Entrepreneurship: Theory, Process, Practice 11th Edition (9789355734006)	Donald F. Kuratko	Cengage Learning	15								
29	Understanding Strategic Management, 2nd edition	Anthony Henry,	Oxford	2								
30	Entrepreneurship Development	Monica Loss and F.L. Bascunan	Global Academic Publishers & Distributors	3								
31	Entrepreneurship- Theory, Process Practice	Howard Frederick, Allan O'Connor	Cengage Learning	2								
32	Dhirubhai Ambani: Against All Odds	A G Krishnamurthy	McGraw Hill Education	5								
33	Steel King: Lakshmi Mittal	Prateeksha M Tiwary.	Diamond Books	5								
34	Concepts in Strategic Management and Business Policy (9789352861897)	Wheelen, Thomas L and J David Hunger,	Pearson Education	3								
35	Strategic Management	Pitts Robert A and Lei Devid,	Thomson.	2								
36	Data Analytics with R,	Dr. Bharti Motwani,	Wiley Publications,	10								
37	Data Analytics with R, Second Edition,	Viswa Viswanathan,	Infivistia Inc,	2								
38	Essays on Port Economics,	Pablo Coto-Millán , Miguel Angel Pesquera , Juan Castanedo	Physica-Verlog (Springer)	1								
39	Ship-broking and Chartering Practice,	Plomaritou Evi Et al.,	Informa Law from Routledge	2								
40	The Economics of Tramp Shipping,	METAXAS, B.N.	Athlone Press.	1								
41	Tanker Chartering,	PHILIPWOOD,	Witherby & Co. Ltd.	1								
42	Principles of Chartering: Third Edition	Photis M. Panayides,	CreateSpace Independent Publishing Platform	2								
43	Public Private Partnership in Infrastructure: Perspectives, Principles and Practices,	R.N. Joshi.,	Vision Books,	3								
44	Container Logistics and Maritime Transport 2021 - Role of the container in the supply chain.	Rolf Neise.,	Kogan Page	2								
45	Transportation Engineering, 3rd ed. (9789332569706)	C. Jotin Khisty B. Kent Lall,	Pearson Education	5								
46	Business Environment, 4th Edition, (9789353948160)	Shaikh Saleem	Pearson India	10								
47	What is Corporate Governance, (9780071444484)	John L. Colley, Wallace Stettinius, Jacqueline L. Doyle, George Logan	McGraw-Hill Education,	1								
48	Business Organization and Environment, ( 9789382332046)	B G Satyaprasad, K Nirmala, D S Gopalakrishna, Vedananda Murthy	I K International Publishing House Pvt. Ltd	5								
49	Tata: Evolution of A Corporate Brand, (9780670084067)	Morgen Witzel	Penguin India,	5								
50	Human Resource Management, (9789352596430)	Seema Sanghi	Macmillan Publishers (Vikash)	2								
51	Microsoft Excel 2016 Data Analysis and Business Modelling, (9789389347180)	Wayne L. Winston,	PHI Learning	10								
52	SQL in 10 Minutes a Day, Sams Teach Yourself, 5th edition,	Ben Forta,	Pearson Educations,	1								
53	Oracle SQL/PLSQL Programming, 6th edition, (9781449324452)	Steven Feuerstein,	O'Reilly publication,	1								
54	Retail Management, (9789386873279)	Gibson G.Vedamani	Pearson India	3								
55	Export and Import Management: Text and cases, (9789353884833)	Ram Singh	SAGE publication,	5								
56	Export and Import: Procedure and Documentation, (81-951043-6-9)	Madhurima Lall, Sultan Ahmad	Sultan Chand & sons	10								
57	Export-Import Procedures	Paras Ram,	Anupam Publications,	5								
58	Letter of Credit: Theory and Practice, (9781648508769)	Rupnarayan Bose	Notion Press,	3								
59	Export-Import Policy & Procedures, Vol.1 & Vol.2	Govt Of India		3								
60	Logistics Management, (9788131768624)	Sople V.V	Pearson Education	10								
61	Logistics Management, 2nd Edition, (9788194800286)	Satish C. Ailawadi, Rakesh P. Singh,	PHI Learning Private Limited,	10								
62	E-commerce	Sruthy Mathur	Pinnacle learning	15								
63	Principles and Practices of Banking 2023 (9789356660328)	IIBF	Macmillan Education,	10								
64	Principles and Practices of Banking, 10th edition,	N.K.Gupta,	IBA academy Publication,	3								
65	Logistics Management	Ismail Reji	Excel Book	3								
66	Tally Essentials – Vol 1, 1st edition,	Tally Education Pvt. Ltd,	Sahaj Enterprises Publication,	5								
67	Tally Essentials – Vol 3, 1st edition,	Tally Education Pvt. Ltd,	Sahaj Enterprises Publication,	5								

68	Tally ERP 2021 training guide, 4th edition	Asok K.Nadhani	BPB publisher	5							
69	Tally Prime Book, 1st edition,	Sanjay Satpathy,	Swayam Education Publication,	5							
70	Tally (2021), Prime with GST, 4th edition,	Neeraj Singh	TBP Publications	5							
71	Mastering in Tally Prime,	Rakesh Sangwan,	Accent Publications,	5							
72	Ship construction	Pursey	Brown, Son & Ferguson	1							
73	Survival at sea	C.H. Wright	Brown, Son & Ferguson Ltd	1							
74	Seamanship Notes	Kemp & Young	Butterworth-Heinemann	1							
75	MARPOL 73/ 78 as Amended (Latest Edition)	IMO	IMO	1							
76	Ship Magnetic Compass	Capt T. K. Joseph & Capt. S S S Rewari	Applied Research International	1							
77	General Management - Processes & Action	David A. Garvin	McGraw-Hill Publishing	1							
78	Human Resource Development	David McGuire	Sage Publications	1							
79	Human Resource Development - Experiences, Interventions, Strategies	T V Rao.	Sage Publications	1							
80	Introductory Electronic Devices and Circuits	Robert T. Paynter	Pearson Education	2							
81	English Pronunciation In Use:	Advanced.	Cambridge University Press,	2							
82	Professional Speaking Skills	Koneru, Aruna.	Oxford University Press,	2							
83	Interactions 2: Listening/Speaking.	Tanka, Judith, and Lida R. Baker.	Tata Mcgraw Hill	2							
84	Artificial Intelligence	Elaine Rich and Kevin Knight	Tata McGraw Hill	2							
85	The Internet of Things	Samuel Greengard	MIT Press	1							
86	Learning Internet of Things	Peter Waher	Packt Publishing Limited	2							
87	Precision: Principles, Practices and Solutions for the Internet of Things	Timothy Chou	McGraw Hill Education	2							
88	Managing Soft Skills for Personality Development	B. N. Ghosh	McGraw Hill Education	5							
89	Basic Marine Engineering	Grover, T. K.	Anmol Publications Pvt Ltd	5							
90	Artificial Intelligence and Machine Learning (9789389347838)	Chandra, S. S. V	Prentice Hall India	5							
91	Financial and Management Accounting	Reddy T.S. and Hari P.R.,	Margham Publications	3							
92	Financial Accounting Intermediate ICWA	Gupta R.L. and Radhasamy	Sultan Chand and Sons	3							
93	Financial Accounting	Goyal B.K.	Modern Publications	3							
94	Managerial Communication: Strategies and Application	Jennifer R. Veltsos	Sage Publications	4							
95	Maritime Environmental Management: Principles and Practice, 2014 edition,	Anthony W Gallagher	Routledge	1							
96	Marketing Management: Indian Context Global perspective	V.S. Ramaswamy, S. Namakumari	Tata McGraw Hills	10							
97	The Interpersonal Communication Book	Joseph A. DeVito	Pearson Education	3							
98	Business Analytics: Data Analysis and Decision Making	S. Christian Albright, Wayne L. Winston	Cengage Learning	3							
99	Elements of Company Law	KAPOOR, N.D.	Sultan Chand & Sons	5							
100	Lectures on Company Law	ANANTHARAMAN K.S.,	Lexis Nexis	5							
101	A Guide to Research and Publication Ethics	Partha Pratim Ray	New Delhi Publishers	2							
102	Sales and Distribution Management (9789332587090),6th Edition,	Richard R. Still, Edward W. Cundiff,	Pearson,	15							
103	Sales and Distribution Management (9789352607730), 3rd Edition,	Krishna K Havaladar, Vasam M Cavale,	Tata McGraw-Hill Education,	5							
104	Basics of warehouse and Inventory Management (The pillars of business logistics) (9798885559621), India specific edition,	Villivalam Rangachari Rangarajan	Notion Press	15							
105	Warehouse management: A complete guide to improving efficiency and minimizing cost in the modern warehouse, 4/e 2021	Gwynne Richards	Kogan Page Publishers, London.	2							
106	Warehouse Distribution and Operations Handbook	Mulcahy, D.E.	McGraw-Hill,	1							
107	Inventory Control and Management (978-8126516483). 2nd ed.	Walters, D.	Wiley India Pvt. Limited.	4							
108	Purchasing & Supply Chain Management (9789355736970), 7th edition, 2021	MONCZHA, HANDFIELD, GIUNIPERO,	Cengage Publications	15							
109	Purchasing & Supply Chain Management, 4th ed, 2021	W.C BENTON,	SAGE	2							
110	Purchasing and Supply Management, 13th edition, 2010	Leenders, Jhonson, Flynn, Fearon,	TATA McGraw Hill Publication,	2							
111	Ecommerce, 2020 ed.	Sruthy Mathur	Pinnacle learning,	15							

112	E-Commerce 2019	Kenneth C Laudon	Pearson Education	5							
113	Financial Management (9789390577255) 12th ed.	Pandey I.M.	Pearson Education	5							
114	Crucial Conversations: Tools for Talking When Stakes Are High,	Kerry Patterson, Joseph Grenny, et al	TMH	3							
115	Business Etiquette Made Easy: The Essential Guide to Professional Success,	Myka Meier	Skyhorse,	5							
116	Shapers of Business Institutions: How Kiran Mazumdar-Shaw 'Fermented' Biocon	R. Gopalakrishnan	Rupa Publications India	5							
117	Idea and Methods of Legal Research	P. Ishwara Bhat	Oxford University Press	1							
118	Basic of electronic aids for surface navigation	Dr. G. Veera Senthil Kumar and Capt. Mihir Chandra	Bhandarkar Publications	6							
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