



THE STATE TRADING CORPORATION OF INDIA LTD  
JAWAHAR VYAPAR BHAWAN, TOLSTOY MARG, NEW DELHI – 110 001  
FERTILIZERS DIVISION

INVITES  
EXPRESSION OF INTEREST

For Empanelment of Associate Suppliers for supply of Fertilizers (except Urea on a/c of DOF), to various Indian buyers through STC

Website : [www.stc.gov.in](http://www.stc.gov.in)

## Invitation for Expression of Interest

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### ABOUT US

THE STATE TRADING CORPORATION OF INDIA LIMITED (STC), incorporated under the Companies Act, 1956 and having its registered office at Jawahar Vyapar Bhawan, Tolstoy Marg, New Delhi – 110 001 is a Government of India Enterprise under the administrative control of Ministry of Commerce & Industry, Department of Commerce. STC is a premier international trading organisation of India with experience of handling international and domestic business for over five decades and has been handling import and export of various kinds of products and commodities including various types of Fertilizers.

STC, in its capacity as one of the nominated agencies appointed by Government of India, has imported around 4 million Tons of Urea during last three years on behalf of Department of Fertilizers, Government of India, valued at Rs.8700 crores.

STC has a strong nation-wide presence with offices covering all the major port towns in India with deployment of highly skilled and experienced manpower across the country to provide quick and quality services to its clientele.

For supply of various fertilizers/items (excluding import of Urea- fertilizer grade, on behalf of Department of Fertilizers, Government of India) to various Indian companies (hereinafter called as Customer), STC hereby invites Expression of Interest (EOI) from prospective Associate Manufacturers/Suppliers (hereinafter called as Supplier) as per following:

1. **Details of fertilizers/items for which EOI is invited:**
  - (i) DAP (as per FCO)
  - (ii) MOP (as per FCO)
  - (iii) MAP (as per FCO)
  - (iv) VARIOUS GRADES OF NPKS-COMPLEX FERTILIZERS
  - (v) UREA (Fertilizer grade as per FCO as well as Technical Grade for industrial use)
  - (vi) TSP (as per FCO)
  - (vii) ZINC SULPHATE (as per FCO)
  - (viii) SSP (as per FCO)
  - (ix) ROCK PHOSPHATE
  - (x) AMMONIUM SULPHATE
  - (xi) PHOSPHORIC ACID
  - (xii) SULPHUR
  - (xiii) AMMONIUM NITRATE

## 2. Scope of work:

- (i) The Supplier shall accept all the terms and conditions of the Tender floated by various Customers and in case of order shall, on a back to back basis, deliver the said products and commodities to the Customers in the manner required. The Supplier shall furnish Interest free EMD/Bid bond and Performance Bank Guarantees (PBG)/Performance bond, as required, to STC.
- (ii) STC would quote the rates to Customers on the basis of rates offered by the Supplier to STC after adding a nominal Trading Margin of STC. The amount of trading margin would be decided by STC at their sole discretion and the same shall not be contested by the supplier. The sale to Customer would be on High Sea Sale Basis. The basic terms of order received by STC from Customer shall mutatis mutandis apply in the back-to-back contract to be finalized between STC and the Supplier.
- (iii) It is to be expressly understood and agreed by the prospective Supplier that STC shall be making the purchases on behalf of its Customers. In case any deductions are made from the bills of STC by its Customers on account of deviations in the specifications or due to short-landing at discharge port vis-à-vis Bill of Lading Quantity, the amount will be reimbursed by the Supplier. Despatch/demurrage in case of load port for FOB shipments and discharge port in case of C&FFO shipments as settled by the STC, NEW DELHI shall be binding on the Supplier.

## 3. Pre-qualification criteria for selection of prospective Supplier(s):

- (i) The prospective Supplier should have the experience of supply of minimum total quantity of 1.0 lakh MT of any one or combination of two or more types of imported fertilizer(s)/items (as per Sr. No. 1 above), during the last three financial years, directly or through PSUs to any company in India and/or outside India. The supplier shall furnish purchase orders or performance certificates in support of this.
- (ii) The prospective Supplier shall submit Bank reference to show credit worthiness of the supplier for up to Rs.750 million (Indian Rupees Seven Hundred Fifty Millions) or equivalent foreign currency.
- (iii) The prospective Supplier shall submit a satisfactory Credit Rating Report from any of the following International Credit Rating agencies for direct submission to STC by the concerned agency in a sealed cover :
  - Dun & Bradstreet
  - Moody's
  - Standard & Poor
- (iv) The prospective supplier should not have been blacklisted / banned for participation in Tender by Government of India or by any Government Undertaking for supply of fertilizers or otherwise in India. The supplier shall have to submit an UNDERTAKING to this effect at the time of application for pre-qualification as well as each time while participating in a Tender. In case of submission of false declaration (found at any stage), such supplier shall be disqualified.

**Note:** Following suppliers are exempted from submission of documents mentioned at serial no 3(ii) and 3(iii):-

(a) Producers/manufacturers- whose names are appearing in the IFA Publication, applying directly (on their company letter head).

(b) STC's Accredited suppliers as mentioned below:

1. M/S TRAMMO AG, SWITZERLAND
2. M/S KEYTRADE AG, SWITZERLAND
3. M/S AMEROPA AG, SWITZERLAND
4. M/S TOEPFER INTERNATIONAL-ASIA PTE LTD., SINGAPORE
5. M/S GAVILON FERTILIZER, LLC, USA
6. M/S SWISS SINGAPORE OVERSEAS ENTERPRISES PTE LTD., DUBAI
7. M/S DREYMOOR FERTILIZERS OVERSEAS PTE LTD., SINGAPORE
8. M/S RARE EARTH COMMODITIES DMCC, DUBAI
9. M/S AMBER FERTILIZERS LIMITED, HONGKONG
10. M/S BARY CHEMICALS PTE LTD., SINGAPORE
11. M/S TRANSGLOBE DMCC, DUBAI
12. M/S QUANTUM FERTILIZERS LTD., HONGKONG
13. M/S KISAN INTERNATIONAL TRADING FZE, DUBAI
14. M/S CONTINENTAL TRADERS PTE LTD, SINGAPORE
15. M/S MMTC TRANSNATIONAL PTE LTD, SINGAPORE
16. M/S AGORA INTERNATIONAL TRADING PTE LTD, SINGAPORE
17. M/S FERTISUL INTERNATIONAL LTD, HONG KONG
18. M/S EMMSONS GULF DMCC, DUBAI
19. M/S LIVEN AGRICHEM PTE. LTD., SINGAPORE

#### **4. Submission of Expression of interest:**

- 4(a) Prospective Supplier may download Expression of Interest document from our website [www.stc.gov.in](http://www.stc.gov.in), [www.tenders.gov.in](http://www.tenders.gov.in) and [www.eprocure.gov.in](http://www.eprocure.gov.in) and can also obtain a copy of same from Shri Surendra Sharma, Chief Manager, Tel No. 0-11- 23701005, 23462346, STC's Office, Fertilizers Division, Jawahar Vyapar Bhavan, New Delhi – 110001 during office hours on any working day till one day prior to the opening of Expression of Interest and shall submit Expression of Interest documents in original down loaded form, duly signed and stamped at each page as token of acceptance of all terms and conditions. Expression of Interest received over Fax/Email or copy of the Expression of Interest shall be summarily rejected.
- 4(b) The Expression of interest must contain the name, designation and place of Business of the person with Phone and Fax Nos. of persons making the expression of interest and must be signed and sealed by the Prospective Supplier with his usual signature.
- 4(c) The President, Secretary or any other person or persons authorized to bind the corporation/company in the matter must sign expression of interests by corporations/companies with the legal name of the Corporations/ Companies.
- 4(d) The supplier should submit their supporting documents such as Company Brochure, Balance sheets of last three years, details of installed capacity & brief manufacturing

process (wherever applicable), ISO or other accreditation certificates (if any), Registration certificates with various tax authorities or Government Departments, etc.

- 4(f) Each page has to be numbered consecutively and signed, which will become the part of the Contract.
- 4(g) No press advertisement shall be issued for the updation/Corrigendum/Addendum. Prospective bidders are therefore advised to regularly visit these websites to update themselves.

5. Last Date for submission of Expression of Interest:

The last date for submission of the Expression of Interest is **1500 hours IST on 25<sup>th</sup> March, 2014.**

6. Place for submission of Expression of Interest:

The Expression of Interest should be addressed to Shri Surendra Sharma, Chief Manager, STC of India Ltd., Fertilizers Division, Jawahar Vyapar Bhavan, 1, Tolstoy Marg, Janpath, New Delhi – 110001 and **the request for empanelment along with duly filled in enclosed Annexure-I & requisite enclosures** should be put in the Box placed on the reception of STC before the due date and time.

7. General Terms & Conditions:

- 7.1 STC reserves the right to accept or reject any offer of Expression of Interest without assigning any reasons what so ever.
- 7.2 Whenever there will be any invitation for Expression of Interest / enquiry from any Customer for supply of above mentioned fertilizer(s), STC will seek offer from one or more Suppliers from amongst the panel at STC's sole discretion.
- 7.3 The Supplier, whose quotation/offer is accepted by STC for quoting further against tenders of its customers, shall not submit any other offer directly / indirectly or through any other PSU in the same Tender.
- 7.4 Final selection of Supplier from amongst the panel for participating in any tender will be done at the discretion of STC and the decision of STC shall be final and binding on all the empanelled parties.
- 7.5 Selection in the panel at no point of time guarantees any award of work by STC through this empanelment and the Supplier who fails to get the opportunity shall not have any right to claim any damages whatsoever against STC.
- 7.6 The Supplier may clearly note that terms and conditions enumerated in this EOI are only illustrative and not exhaustive. The chosen Supplier from the panel will have to enter into contracts as devised by STC to fully protect STC's overall interests and also the interests of the prospective customers.
- 7.7 The prospective Suppliers can also be asked to furnish additional information /confirmation in connection with verification of the documents submitted by the supplier, if deemed necessary.

- 7.8 The validity of this Panel may be extended for a further period of one year after expiry of initial two years (i.e. financial years 2014-15 and 2015-16) at the sole discretion of STC.
- 7.9 The selected Supplier shall ensure compliance of all the Government regulations / conventions / policies /guidelines /orders etc. in force related to any or all of the activities covered in the imports.
- 7.10 All details and terms and conditions of this document shall have to be considered by the prospective Supplier in totality and the expression of interest containing incomplete documents & not complying with the above conditions are liable to be rejected.
- 7.11 Initially the Supplier shall be empanelled provisionally. However, for final empanelment, each Supplier has to give a declaration that the manufacturer/supplier and/or any of its Members of Board of Directors and/or its promoters do not have any crossholding/ shareholding directly and/or indirectly in any manner whatsoever in the other Supplier being empanelled by STC.

8. Late receipt of Expression of Interest:

Any EOI received after the due date and time would be treated as not received.

9. Ownership of EOI Documents and information therein:

All Expression of Interest documents) will become the property of STC upon submission. Where the prospective Supplier believes that information provided in response to this EOI is, or should be kept confidential; or disclosure of this information would unreasonably affect Supplier's business affairs, notice is to be given at the time of delivery of the information or documents by clearly marking such information 'confidential'. In so far as is practicable STC will give effect to the prospective Supplier stated wishes, and requests for access to such information will be determined under the RTI Act.

10. No Contractual Obligation:

STC is not bound contractually or in any other way to any prospective Supplier to this Expression of Interest. STC is not liable for any costs of compensation in relation to the consideration of this Expression of Interest or any Expression of Interest, incurred by the prospective Supplier to this Expression of Interest whether or not STC terminates, varies, or suspends the Expression of Interest process or takes any other action permitted under this Expression of Interest, including consideration of concepts proposed in future developments.

11. Short listing of associate manufacturers/suppliers:

Prospective Supplier who qualifies as empanelled manufacturers/suppliers to STC would be individually notified after the evaluation process of empanelment is complete.

12. Disclaimer:

The issue of this document does not in any way commit or otherwise obliges STC to proceed with all or any part of an EOI process. The EOI Request is not the subject of any process contract or any contractual obligations between STC and prospective Supplier. STC may, at its absolute discretion, elect to abandon any part or whole of the process without giving prior notice to the prospective suppliers.

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ANNEXURE-I

EMPANELMENT FORMAT (TO BE FILLED UP) BY PROSPECTIVE ASSOCIATE SUPPLIERS

PARTICULAR DETAILS

<p>1. NAME OF FERTILIZERS/ITEMS for which empanelment is requested</p>	<p>Please mark (√ ) on the items of interest from the followings :</p> <ul style="list-style-type: none"> <li>(i) DAP (as per FCO)</li> <li>(ii) MOP (as per FCO)</li> <li>(iii) MAP (as per FCO)</li> <li>(iv) VARIOUS GRADES OF NPKS-COMPLEX FERTILIZERS</li> <li>(v) UREA (Fertilizer grade as per FCO as well as Technical Grade for industrial use)</li> <li>(vi) TSP (as per FCO)</li> <li>(vii) ZINC SULPHATE (as per FCO)</li> <li>(viii) SSP (as per FCO)</li> <li>(ix) ROCK PHOSPHATE</li> <li>(x) AMMONIUM SULPHATE</li> <li>(xi) PHOSPHORIC ACID</li> <li>(xii) SULPHUR</li> <li>(xiii) AMMONIUM NITRATE</li> </ul>			
<p>1.(a) Specifications of fertilizers/items</p>	<p>Please attach separate sheet for each fertilizer/ item</p>			
<p>1.(b) Quantity supplied (Documentary Proofs to be attached)</p>	<p>IN INDIA</p>		<p>OUTSIDE INDIA</p>	
	<p>Fertilizer/ Item name</p>	<p>Quantity supplied in MT</p>	<p>Fertilizer/ Item name</p>	<p>Quantity supplied in MT</p>
<p>In the year 2010-11</p>				
<p>In the year 2011-12</p>				



In the year 2012-13				
In the year 2013-14 (till Date)				
2. (a) Name and address of Supplier Year of Establishment				
(b) Please specify whether you are: Manufacturer or Trader				
(c) Name of contact person(s)				
(d) Telephone No(s).				
(e) Fax No(s)				
(f) E-mail id(s)				
3. Attach supporting documents such as:				
(i) Supporting documents of supplier such as Company Brochure, Balance sheets of last three years, ISO or other accreditation certificates (if any), Registration certificates with various tax authorities or Government Departments, etc.	Attached	Not attached		
(ii) Bank Reference Certificate	Attached	Not attached		
(iii) Credit rating agency report	Attached	Not attached		
(iv) Copies of Purchase orders/Performance certificates in support Sr. No 1. (b) above	Attached	Not attached		
(v) Acceptance of All terms and conditions specified in EOI.	Accepted	Not accepted		
(vi) In case of trader/supplier, attach original authorisation/support letter from manufacturer/Principals specific to this EOI.	Attached	Not attached		
4. Has the company been black listed / banned by any Government Undertaking from participating in any tenders for supply of fertilizers	Yes	No		

5. Whether blacklisted / banned on the date of application	Yes	No
6. Details of clients to whom supplies during the last three years both in terms of volume and value have been completed. Certificates from above clients may also be attached.		

##Please use extra sheet, if more space is required.

Certified that the above information is true and we confirm that all information given in the Expression of Interest are correct and if at any point of time the information is found to be incorrect our EOI will be liable for rejection by STC.

Dated:

Signatures:

Name & Designation

Place Company Seal

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(ON COMPANY'S LETTER HEAD)

ANNEXURE II

To,  
The State Trading Corporation of India Limited,  
Jawahar Vyapar Bhawan,  
Tolstoy Marg,  
New Delhi-110001

**SUBJECT: UNDERTAKING**

DATE\_\_\_\_\_

Dear Sir,

We, \_\_\_\_\_(**Name of the Organisation**), hereby confirm and acknowledge that we have not been blacklisted/banned for participation in Tender by Government of India or by any Government Undertaking in India for supply of fertilizers or otherwise.

Thanking You

Yours faithfully

Name and Signature of the Authorized Person