



EOI No. STC/FERTILIZERS/2017-18/01/Nepal

Dated 17<sup>th</sup>, July 2017



**THE STATE TRADING CORPORATION OF INDIA LTD  
(A Govt. of India Enterprise)**

JAWAHAR VYAPAR BHAWAN, TOLSTOY MARG, NEW DELHI – 110 001  
FERTILIZERS DIVISION

INVITES

**EXPRESSION OF INTEREST**

For Empanelment of Associate Suppliers for  
supply of Urea, DAP and Potash to Nominated Agencies of  
Government of Nepal, Nepal through STC.

Website : [www.stclimited.co.in](http://www.stclimited.co.in)



## Invitation for Expression of Interest

For Empanelment of Associate Suppliers for supply of Urea, DAP and Potash to Nominated Agencies of Government of Nepal, Nepal through STC.

### 1. GENERAL

The STC of India Limited is a Government of India Enterprise (under the administrative control of Ministry of Commerce and Industry) registered under The Companies Act, 1956, having Corporate Office at Jawahar Vyapar Bhawan, Tolstoy Marg, New Delhi-110 001 (hereinafter called 'STC'). STC is a Premier International Trading Organization 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. STC achieved a business turnover of around Rs. 7,752.16 crores in 2016-17.

For supply of Urea, DAP and Potash to Nominated Agencies of Government of Nepal, Nepal (hereinafter called as Customer/Importer), STC hereby invites Expression of Interest (EOI) from prospective Associate Manufacturers/Suppliers (hereinafter called as Supplier).

The empanelment will be done separately in two categories i.e.

**Category A** - Indian Manufacturers/Producers.

**Category B** - Overseas Manufacturers/Suppliers.

### 2. OBJECTIVE

There is a substantial requirement of Urea, DAP and Potash by Government of Nepal, Nepal.

STC has been importing Urea on behalf of Department of Fertilizers, Government of India since 2008-09 and also TG Urea for various Indian buyers. In order to supply the fertilizers to Government of Nepal, Nepal, STC is inviting the Expression of Interest from Associate Manufacturers/Suppliers for empanelment as back up supplier to STC.

### 3. SCOPE OF WORK/ RESPONSIBILITIES:-

- (i) The Supplier shall accept all the terms and conditions of the customer/importer and in case of order shall, on a back to back basis, deliver the said products and commodities to the customer/importer in the manner required at the nominated destination.
- (ii) The Supplier shall furnish Interest free EMD/Bid bond and Performance Bank Guarantees (PBG)/Performance bond, as required by STC.
- (iii) STC would quote the rates to Customer/importer 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 basic terms of Tender/Order received by STC from customer/importer shall mutatis mutandis apply in the back-to-back contract to be finalized between STC and the Supplier.
- (iv) The supplier shall supply the commodity at the designated destinations (Railhead stations)/Warehouses in India/Nepal.
- (v) The payment shall be made to the supplier after the receipt of the same from the customer/importer. In case of receipt of payment from customer/importer in phases, STC shall pay accordingly to the supplier after deducting STC's trading margin and other costs, if any, from the payment received.
- (vi) It is to be expressly understood and agreed by the prospective supplier that STC shall be making the purchases on behalf of its customer/importer. In case of any deductions are made from the bills of STC by its customer/importer on account of deviations in the specifications or due to short-landing at designated warehouses vis-à-vis Bill of Lading quantity or for any other reason, the amount so deducted will be recovered/adjusted from the due payment to supplier to be paid after receipt of money from the customer/importer.

### 4. PRE-QUALIFICATION CRITERIA OF APPLICANTS:-

- (i) The prospective Supplier should accept the scope of work/responsibilities mentioned at serial no. 3 above, without any deviation or condition.
- (ii) The prospective Indian Manufacturer/Producer should have the minimum annual production capacity of 100,000 MTs for Urea, 50,000 MTs for DAP and 10,000 MTs for Potash. The Manufacturer shall furnish relevant certificates/documentary proof.

- (iii) The prospective Overseas Manufacturer/Supplier should have supplied minimum 50,000 MTs of Urea, 25,000 MTs of DAP and 5,000 MTs of Potash in one financial year during the last three financial years directly or through PSUs to any company in India or Nepal. The supplier should furnish copies of purchase orders and/or performance certificates.
- (iv) The prospective supplier should submit a satisfactory Credit Rating Report (not more than one year old) from any of the following International Credit Rating agencies:-
  - a) Dun & Bradstreet
  - b) Moody's
  - c) Standard & Poor
- (v) The prospective Supplier should submit a Solvency certificate from the first class International bank for an amount of minimum Rs. 50 crores or equivalent US \$.
- (vi) The Supplier must accept the General Terms and Conditions as mentioned at serial no. 8 below.
- (vii) The prospective supplier should not have been blacklisted / banned for participation in Tender by any Government Undertaking for supply of fertilizers in India on date of empanelment. The supplier shall have to submit an UNDERTAKING (Format attached as per Annexure II) 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.
- (viii) 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 shall be summarily rejected.
- (ix) 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.



- (x) Supplier have to submit a Non-Refundable Processing fees of Rs. 10,000 (Rupees Ten Thousand Only) through RTGS in STC's Account as under and provide documentary proof of remittance of Rs. 10,000/- to STC's Bank account is to be submitted in physical mode along with the EOI application.

Name of account holder	:	The State Trading Corporation of India Limited
Name of the Bank	:	IndusInd Bank Limited, Barakhamba Road, New Delhi
Account No.	:	200000550077
IFS Code	:	INDB0000005
SWIFT Code	:	INDBINBNDH

#### 5. INSTRUCTIONS TO APPLICANTS:-

The Applicant should submit the following information /documents to facilitate empanelment:-

- i. Application Format duly filled in, signed and stamped, as per Annexure-I A or I B (depending on Category A or Category B).
- ii. Expression of Interest documents in original/ downloaded form, duly signed and stamped at each page as token of acceptance of all terms and conditions.
- iii. Various information/documents as per pre-qualification criteria and S.No.4 above.
- iv. Following additional documents :-
  - a) Company Brochure.
  - b) Audited Balance sheets of last three years.
  - c) Details of installed capacity & brief manufacturing process (in case of producer/ manufacturer).
  - d) ISO or other accreditation certificates (if any).
  - e) Registration certificates with various tax authorities or Government Departments, etc.
- v. Copy of documentary proof of remittance of Rs. 10,000/- towards Non-refundable processing as per 4(x) above.
- vi All pages of the EOI document have to be numbered consecutively and signed, which will become the part of the Contract.

6. LAST DATE/TIME FOR SUBMISSION OF EXPRESSION OF INTEREST:-

Applications along-with all the requisite documents can be submitted upto 1700 Hrs. 30.09.2017. STC shall process the applications as and when received.

7. PLACE FOR SUBMISSION OF EXPRESSION OF INTEREST:-:

The Expression of Interest should be addressed to Shri K.L. Malhotra, Chief Manager (Marketing), 6<sup>th</sup> Floor, Jawahar Vyapar Bhavan, 1 Tolstoy Marg, New Delhi – 110001 and is to be submitted along with duly filled in enclosed Annexure - IA or IB (depending on Category A or Category B) & requisite enclosures in a cover/envelope before the due date and time. This cover/envelope should also be super-scribed with the EOI No. and Date, Item, Description. EOI sent by Speed Post or Registered Post should reach STC before the due date and time positively. STC will not be responsible for any postal delays. STC will NOT accept facsimile, internet or email responses. Any EOI received by STC after the due date & time is likely to be rejected.

8. GENERAL TERMS AND CONDITIONS:-

- (i) STC reserves the right to accept or reject any offer of Expression of Interest without assigning any reasons what so ever.
- (ii) Final selection of overseas supplier from the EOIs received will be done by STC at its sole discretion and the decision of STC shall be final and binding on all the empanelled parties.
- (iii) 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.
- (iv) 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.
- (v) The Supplier may clearly note that the terms and conditions enumerated in this EOI are only illustrative and not exhaustive. The chosen Supplier from the panel will have to enter into separate contracts as devised by STC to fully protect STC's overall interests and also the interests of the prospective customers.
- (vi) 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.
- (vii) Applications along-with all the requisite documents can be submitted upto 1700 Hrs. 30.09.2017. STC shall process the applications as and when received.

9. REQUEST FOR STATUS UPDATE ON EVALUATION PROCESS:-

STC will not accept or respond to Proponents' requests for information on the status and progress of the EOI evaluation process. Additional information/corrigendum/Addendum regarding the EOI process shall only be posted on STC's website [www.stclimited.co.in](http://www.stclimited.co.in), GOI's website [www.eprocure.gov.in](http://www.eprocure.gov.in) only from time to time. No press advertisement shall be issued for the updation/Corrigendum/Addendum. Prospective bidders are therefore advised to regularly visit these websites to update themselves.

10. 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.

11. 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.

12. SHORT-LISTING OF MANUFACTURERS / SUPPLIERS:-

Prospective supplier who qualifies as Associate supplier to STC would be individually notified after the evaluation process is complete. The validity of EOIs received shall be initially for a period of two years from the date of acceptance by STC, which may be renewed further for the period of one year, at the sole discretion of STC.

However, STC reserves the right to add/delete any Associate Manufacturer/Producer/Supplier in the list of empanelled Associates at its sole discretion.



### 13. 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.



**ANNEXURE-I A**

**PROSPECTIVE ASSOCIATE SUPPLIER'S EMPANELMENT FORMAT  
(TO BE FILLED UP SEPARATELY FOR EACH ITEM/FERTILIZER)**

**CATEGORY A**

**PARTICULAR DETAILS**

1. NAME OF ITEM/FERTILIZER (Please attach separate sheet for each item)		
2. (a) Specifications of item/fertilizer		
(b) Quantity Produced in MTs (Documentary Proofs to be attached)		
In the year 2014-15		
In the year 2015-16		
In the year 2016-17		
3. (a) Name and address of Manufacturer/Producer		
(b) Year of Establishment		
(c) Name of contact person(s)		
(d) Telephone No(s).		
(e) Fax No(s)		
(f) E-mail id(s)		
4. (i) Supporting documents 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) Credit rating report	Attached	Not attached
(iii) Solvency Certificate from the bank	Attached	Not attached
(iv) All terms and conditions specified in EOI	Accepted	Not accepted

5. Has the company been black listed / banned by any Government Undertaking from participating in any tenders for supply of fertilizers	Yes	No
6. Whether blacklisted / banned on the date of application	Yes	No
7. Copy of receipt for Rs. 10,000/- towards non-refundable processing fee (enclosed).	Yes	No
8. Details of clients to whom supplies during the last three years both in terms of volume and value		

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

**ANNEXURE-I B**

**PROSPECTIVE ASSOCIATE SUPPLIER'S EMPANELMENT FORMAT  
(TO BE FILLED UP SEPARATELY FOR EACH ITEM/FERTILIZER)**

**CATEGORY B**

**PARTICULAR DETAILS**

1. NAME OF ITEM/FERTILIZER (Please attach separate sheet for each item)		
2. (a) Specifications of item/fertilizer		
(b) Quantity supplied in MTs (Documentary Proofs to be attached)	IN INDIA	IN NEPAL
In the year 2014-15		
In the year 2015-16		
In the year 2016-17		
3. (a) Name and address of Supplier		
(b) Year of Establishment		
(c) Name of contact person(s)		
(d) Telephone No(s).		
(e) Fax No(s)		
(f) E-mail id(s)		
4.(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) Credit rating report	Attached	Not attached
(iii) Solvency Certificate from the bank	Attached	Not attached
(iv) Copies of Purchase orders and/or performance certificates in support of supplies of minimum quantity as per EOI at Serial No.4 (iii).	Attached	Not attached
(v) All terms and conditions specified in EOI	Accepted	Not accepted

5. Has the company been black listed / banned by any Government Undertaking from participating in any tenders for supply of fertilizers	Yes	No
6. Whether blacklisted / banned on the date of application	Yes	No
7. Copy of receipt for Rs. 10,000/- towards non-refundable processing fee (enclosed).	Yes	No
8. Details of clients to whom supplies during the last three years both in terms of volume and value		

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



(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