

**THE STATE TRADING CORPORATION OF INDIA LTD.
(A GOVERNMENT OF INDIA ENTERPRISE)
JAWAHAR VYAPAR BHAVAN, TOLSTOY MARG,
NEW DELHI – 110 001**

NOTICE No. STC/PULSES-IMPORT /EOI/2015-16/01 Dated 03.09.2015.

**Invitation for Expression of Interest (EOI) for enrolment of Millers /
Traders of All varieties of Pulses.**

ABOUT US

THE STATE TRADING CORPORATION OF INDIA LTD. (STC), incorporated under the Companies Act, 1956 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 organization of India with experience of handling international and domestic business for over five decades and has been handling domestic import and export of various kinds of products and commodities.

STC has a strong nation-wide presence with offices covering most of 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. During the year 2014-15, STC has achieved a turnover of Rs.14,400 Crores. India is a major Importer of Pulses and annually imports around 3.5 – 4.0 MMTs of Pulses. STC has been traditionally importing Pulses including Yellow Peas, Chick Peas, Grams, Beans, Lentils, etc. for various associates for almost last four decades and has undertaken import of Pulses on Government Account during various schemes sponsored by Government of India from time to time.

Being one of the biggest Importer of Pulses, STC has back-up of leading International Suppliers of Pulses who are in a position to offer variety of Pulses in whole, split and processed form. Shipments can be arranged at the Port of choice in Bulk, Bagged in Containers and Loose in containers depending upon the parcel size and requirement of Miller / Trader.

With above background STC hereby invites Expression of Interest (EOI) from Traders/Millers of Pulses **on All India Basis** for Import of all varieties of Pulses on their behalf, at Competitive Prices.

1. Details of items for which EOI is invited:

Import of all varieties of Pulses including Yellow Peas, Chick Peas, Grams, Beans, Lentils, etc.

2. Pre-qualification criteria for selection of prospective Miller/Trader:

- i. Miller / Trader should have a minimum experience of 2 (Two) years of milling / trading the said item(s) i.e. various varieties of Pulses, and is required to produce documentary evidence for same. The Miller / Trader shall clearly mention the plant(s) production capacity on per month & per annum basis, for which the EOI is being submitted. The Miller / Trader shall also furnish information on the production undertaken on, actual basis in the stated plants, during the last two years.
- ii. Miller / Trader should have a valid PAN No., TIN No., CST No. and valid Trade Licence.
- iii. Miller / Trader shall have to submit the copies of Income Tax Return filed and audited P&L A/C & Balance Sheet of the company for the last three years attested by authorized representative. The company should have a positive net worth for last two years and should have been profitable for last three years.
- iv. Miller / Trader to submit recent Credit Rating Report of D&B/Moody's/Standard & Poor in respect of their companies, which should not be more than one year old and rating should be minimum satisfactory. In case Credit Rating Report is not submitted, STC shall be obtaining the such report of D&B for which a charge of Rs.5000/- shall be paid by the participating Miller / Trader. A copy of such report shall be handed over to the participating Miller / Trader in respect of their Company.
- v. Miller / Trader(s) shall also submit a self certificate/undertaking issued by the owner/proprietor of the company certifying that they have not

been debarred /blacklisted for doing business by Govt. agencies/STC as on date. The Miller / Trader shall have to submit an UNDERTAKING to this effect at the time of application for prequalification under this EOI as well as while participating in the subsequent Tender. In case of submission of false declaration (found at any stage), such Miller / Trader shall be disqualified forthwith.

- vi. The Miller / Trader can also be asked to furnish additional information /confirmation in connection with verification of the documents submitted by the Miller / Trader, if deemed necessary.
- vii. The above terms and conditions shall have to be considered by the Miller / Trader in totality and the EOI containing incomplete documents & not complying with the above conditions shall be summarily rejected.
- viii. STC reserves the right to accept or reject any/all applications and cancel the EOI process at any time, without assigning any reasons thereof.

3. Brief Modus Operandi:

- i. The Traders/Millers enrolled with STC shall submit the details of the desired variety of Pulses they want to import. The details should contain the type of pulses to be imported, country of Origin, technical specifications, quantity to be imported (Minimum of 50 Metric Tons), packing, Indian discharge port etc.
- ii. On the basis of the requirement indent received from various Traders/Millers, STC shall be consolidating the demand and thereafter shall within 5 working days obtain the best price for the said pulses from the overseas suppliers associated with STC.
- iii. Based on the offers received from the overseas suppliers, STC shall quote the net rates to the Miller / Trader. The price offered will be on CIF Indian Port basis.
- iv. The Miller / Trader will have to give his confirmation within 3 working days of the STC's offer. Confirmation should be accompanied with an Interest-free Margin Money of 20 % (Twenty Percent) in Cash to be deposited in STC's Bank Account via RTGS, for the ordered total quantity value.

- v. The confirmation should be for a minimum quantity of 50 Metric Tonnes. Orders below this quantity shall not be accepted by STC.
- vi. On the basis of confirmation received from Miller / Trader, STC would place an order on the overseas supplier.
- vii. STC would make the payment to overseas supplier through 'At Sight' Letter of Credit. LC Charges @ 0.54 % or actuals or as per rates defined by STC from time to time and same shall be payable by Miller / Trader to STC along with Margin Money.
- viii. An agreement shall be signed between STC and Miller / Trader to formalize the transaction and the Contract entered into between STC and Overseas Supplier shall form an integral part of such Agreement. This Agreement signed between STC and Miller / Trader shall supersede and replace all previous agreements oral or written including an EOI.
- ix. The pulses would be sold to the Miller / Trader on high seas sale and Bill of Entry would be filed in Miller's / Trader's name.
- x. On receipt of Original Shipping Documents by STC, the same shall be handed over to Miller / Trader only upon receipt of remaining 80 % payment in STC's account. The High Sea Sale Agreement shall be executed only upon receipt of payment by STC. STC should receive the payment strictly within 2 working days of first demand from STC, failing which the Miller / Trader's Margin Money kept with STC shall be forfeited and STC shall have the first right on the Imported Pulses. Moreover, the Miller / Trader shall be disqualified forthwith.
- xi. On handing over the original shipping documents to the Miller / Trader, STC shall be discharged of all its duties. Miller / Trader shall take care of the clearance of the vessel at Indian Ports. Responsibility of Vessel Clearance, CHA, Godown Storage, Fumigation etc and all incidental charges shall be borne by the Miller / Trader.
- xii. Inspection at the load port by a third party inspection agency of repute shall be final and binding on both the parties. Any dispute regarding quality, quantity, demurrage, late shipment etc. Shall directly be settled by Miller / Trader with overseas supplier and STC shall not be a party to any such dispute.

- xiii. The selected Miller / Trader (s) shall ensure compliance of all the Government regulations/ conventions / policies /guidelines /orders etc. in force related to any or all of the above activities.
- xiv. Miller / Trader (s) shall undertake to abide by the statutory requirements of the Indian Government from time to time.

4. Submission of Expression of Interest:

- i. Prospective Miller/Trader may download Expression of Interest document from our website: www.stc.gov.in, www.eprocure.gov.in or www.tenders.gov.in and can also obtain a copy of same from Shri Akhil Mathur, Chief Manager (Marketing), The STC of India Ltd., 6th Floor, Jawahar Vyapar Bhawan, Tolstoy Marg, 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.
- ii. 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 Miller / Trader with his usual signature.
- iii. 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.
- iv. The Miller / Trader 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.
- v. A non refundable fee of Rs.5,000/- in the form of a demand draft favouring "The State Trading Corporation of India Ltd." payable at Delhi must be submitted to cover processing charges. The processing fee cannot be exempted for any applicant.

- vi. Each page has to be numbered consecutively and signed with company seal. Index showing documents submitted with page Nos. shall be submitted.
- vii. The enrolled Miller / trader shall ensure compliance of all the government regulations/conventions/policies/guidelines/orders etc in force related to any or all the related activities.

5. Last Date for submission of Expression of Interest:

The last date for submission of the Expression of Interest is 20.10.2015 at 1500 Hrs.

6. Place for submission of Expression of Interest:

The Expression of Interest can be submitted at the respective Regional Branches of The STC of India Ltd. The address details of STC's Regional Branches are given in Annexure II. The enrolment documents along with duly filled in Annexure-I & requisite enclosures, in a sealed envelope should be deposited with the respective branch of STC before the due date and time. The cover should also be super-scribed with the EOI No. and Date and the date of EOI Opening. The enrolment documents can also be sent by post/courier and should reach STC's Branch offices on or before due date and time.

7. General Terms & 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 Miller /Trader, from the EOIs received will be done at the discretion of STC and the decision of STC shall be final and binding on all the participating parties.
- iii. The Trader / Miller may clearly note that terms and conditions enumerated in this EOI are only illustrative and not exhaustive. The chosen Miller /Trader 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.
- iv. Enrolment of Miller/Trader doesn't entail any commitment from STC for contracts with them during validity of the enrolment.

- v. Any further corrigendum/Addendum to the EOI documents will be uploaded by STC only on websites i.e. www.stc.gov.in, www.eprocure.gov.in or www.tenders.gov.in and no press advertisement shall be published for the same.
- vi. This EOI shall be governed by and construed in accordance with the Laws of the India and shall be subject to the jurisdiction of the courts at New Delhi.
- vii. In case of any clarification/query, you may contact the following officials:

Name of the Official and Designation	Contact No.	E-mail id
Akhil Mathur, Chief Manager (Marketing)	011-23462129	akhil@stc.gov.in
Shivam Wadhera, Deputy Manager (Marketing)	011-23462136	shivam@stc.gov.in

- 8. Ownership of EOI Documents and information therein (all Expression of Interest documents) will become the property of STC upon submission. Where the prospective Miller / Trader believes that information provided in response to this EOI is, or should be kept confidential; or disclosure of this information would unreasonably affect Miller / Trader 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 Miller / Trader stated wishes, and requests for access to such information will be determined under the RTI Act.

9. No Contractual Obligation:

STC is not bound contractually or in any other way to any prospective Miller / Trader to this EOI. 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

Miller / Trader 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 Millers/Trader:

Prospective Supplier who qualifies as Associate Millers/Traders to STC would be individually notified after the evaluation process is complete. The validity of empanelment against this EOI shall be initially for a period of two years from the date of acceptance by STC, which may be renewed on the basis of performance of the party, at the sole discretion of STC. Validity of EOIs can however be terminated earlier by STC at its sole discretion.

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 Miller / Trader. STC may, at its absolute discretion, elect to abandon any part or whole of the process without giving prior notice to the prospective Miller / Trader.

ANNEXURE – I

FORMAT (TO BE FILLED IN) BY PROSPECTIVE ASSOCIATE MILLER/TRADER

1. Annual Milling/Trading Capacity (In MTs)				
2. Quantity handled (Documentary proof to be attached)	IN INDIA (Domestic)		FROM OUTSIDE INDIA (Imported)	
	Quantity supplied in MT	Value (Rs. In Crores)	Quantity in MT	Value (Rs. In Crores)
In the year 2012-13				
In the year 2013-14				
In the year 2014-15				
3. (a) Name & Address of the Miller / Trader Year of Establishment				
(b) Please specify whether you are: Miller or Trader				
(c) Name of contact person(s)				
(d) Telephone No. (s)				
(e) Fax No(s)				
(f) E-mail id (s)				
4. Attach supporting documents such as: (i) Company Brochure, Audited Balance Sheets of last two years, ISO or other accreditation certificates (if any), Registration certificates with various tax authorities etc. (Attached/Not attached)				

(ii) Credit rating agency report (if any) (Attached/Not attached)		
(iii) Acceptance of all terms & conditions specified in EOI (Attached/Not attached)		
5. Has the company been black listed/ banned by any Government undertaking? (Yes/No)		
6. Whether black listed/banned on the date of application (Yes/No)		
7. Details of clients to whom supplies during the last two years both in terms of volume and value have been completed. (Attached/Not attached)		
8. Whether Interested in availing any Import Financing from STC. (Yes/No)		
9. Any other document, as asked for in the EOI.		

Please use extra sheet, if more space is required.

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

Dated:

Place:

Signatures:

Name & Designation:

Company Seal

**DETAILS OF STC'S BRANCHES WHERE INTERESTED PARTIES CAN
SUBMIT ENROLMENT DOCUMENTS**

Branch Name	Addresses of STC's Branches	States in which parties are located
New Delhi (Corporate Office)	The State Trading Corporation of India Ltd. Jawahar Vyapar Bhawan, Tolstoy Marg, New Delhi - 110001, INDIA Tel : 91-11-23313177 Fax : 91-11-23701191, 23701123 E-mail : co@stc.gov.in Website: http://www.stc.gov.in	Jammu & Kashmir, Himachal Pradesh, Haryana, Uttarakhand, Delhi & Chandigarh (U.T.)
Mumbai	The State Trading Corporation of India Ltd. B-1-201, Marathon Nextgen Inova, Opp. Peninsula Corp. Park, Off. Ganpatrao Kadam Marg, Lower Parel (West), Mumbai – 400013, INDIA. Phone : +91-22-24919656, 24954937 Fax : +91-22-22024877, 22024856, 22852411 E-mail : mumbai@stc.gov.in	Maharashtra, Goa, Dadar & Nagar Haveli (U.T.)
Kolkata	The State Trading Corporation of India Ltd. "Nilhat House", 9th & 10th Floor, 11, R.N. Mukherjee Road, Kolkata-700001, INDIA. Phone : +91-33-22305464, 22436490 Fax : +91-33-22480777, 22488165 E-mail : kolkata@stc.gov.in	West Bengal, Bihar, North Eastern States, Sikkim, Jharkhand, Andaman & Nicobar Islands (U.T.)
Chennai	The State Trading Corporation of India Ltd. "STC Trade Centre", A-29, Thiru-Vi-Ka Industrial Estate, Chennai - 600032, INDIA. Phone : +91-44-22502698 Fax : +91-44-22501788, 22505891 E-mail : chennai@stc.gov.in	Tamil Nadu, Puducherry (U.T.)
Bangalore	The State Trading Corporation of India Ltd. "STC Trade Centre", 10-A, 6th Floor, No. 7/A, Nandini Layout Bangalore - 560096, INDIA. Phone : +91-80-23198801, 23198810 Fax : +91-80-23198800 E-mail : bangalore@stc.gov.in, shrikant@stc.gov.in	Karnataka, Lakshadweep (U.T.)

Branch Name	Addresses of STC's Branches	States in which parties are located
Kochi	The State Trading Corporation of India Ltd. (KSHB) Office Complex, 4 th Floor, Panampilly Nagar, Kochi- 682036, INDIA. Phone : +91-484-2321470, 2311450, 2315081 Fax : +91-484-2322909 E-mail : cochin@stc.gov.in	Kerala
Hyderabad	The State Trading Corporation of India Ltd. 5th Floor, Mogul's Court, Basheerbagh, Hyderabad - 500001, INDIA. Phone : +91-40-23237389, 23296460 Fax : +91-40-23236786 E-mail : hyderabad@stc.gov.in	Andhra Pradesh, Orissa, Telangana
Ahmedabad	The State Trading Corporation of India Ltd. "H.K. House, 6th Floor", Behind Jivabhai Chambers, Ashram Road, Navarangpura, Ahmedabad – 380009. Phone : +91-79-26580797, 26589605, 26581021 Fax : +91-79-26587533 E-mail : ahmedabad@stc.gov.in	Gujarat, Rajasthan, Daman & Diu (U.T.)
Agra	The State Trading Corporation of India Ltd. Bharatpur House, Civil Lines, M.G.Road, Agra - 282002, INDIA. Phone : +91-562-2521224, 2856031, 2521045 Fax : +91-562-2850622 E-mail : agra@stc.gov.in	Uttar Pradesh
Jalandhar	The State Trading Corporation. of India Ltd. A-6, Sports & Surgical Goods Complex, Kapurthala Road, Jalandhar - 144021, INDIA. Phone : +91-181-2650436 Fax : +91-181-2650461 E-mail : jalandhar@stc.gov.in	Punjab
Bhopal	The State Trading Corporation. of India Ltd., A-Block, IIIrd Floor, Chetak Complex, MP Nagar, Zone - II (Bhopal)-462011, INDIA. Phone : +91-755-2559854 Fax : +91-755-2559839 E-mail : bhopal@stc.gov.in	Madhya Pradesh, Chattisgarh