



दि स्टेट ट्रेडिंग कार्पोरेशन ऑफ़ इंडिया लिमिटेड  
जवाहर व्यापार भवन, टॉलस्टॉय मार्ग, नयी दिल्ली- 110001  
उर्वरक प्रभाग

## रुचि की अभिव्यक्ति का आमंत्रण

### (INVITES EXPRESSION OF INTEREST)

स्टेट ट्रेडिंग कार्पोरेशन ऑफ़ इंडिया लिमिटेड बायो पेस्टिसाइड, बायो फ़र्टिलाइज़र, माइक्रो नुट्रेंट्स के उन निर्माताओं का पैनल तैयार करने के लिए रुचि की अभिव्यक्ति का आमंत्रण (Invites Expression of Interest) करता है, जो कि राज्य सरकारों, सरकारी कम्पनियों और विभिन्न भारतीय खरीददारों को उपरोक्त मर्दों की आपूर्ति एसटीसी के माध्यम से करेंगे।

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

## Invitation for Expression of Interest

For Empanelment of Manufacturers for supply of Bio Pesticides, Bio Fertilizers, Micro Nutrients to State Governments/Government Companies and various Indian buyers through STC

### 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. 9500 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 Bio Pesticides, Bio Fertilizers, Micro Nutrients to State Governments/Government Companies and various Indian buyers (hereinafter called as Customer), STC hereby invites Expression of Interest (EOI) from prospective Associate Manufacturers (hereinafter called as Associates) as per following:

#### 1. List of fertilizers/items for which EOI is invited:

- (i) Bio Pesticides
- (ii) Bio Fertilizers
- (iii) Micro Nutrients

#### 2. Scope of work:

- (i) The Associate 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 Associate shall furnish Interest free EMD/Bid bond and Performance Bank Guarantees (PBG)/Performance bond, as required by Buyer, to STC.
- (ii) STC would quote the rates to Customers on the basis of rates offered by the Associate 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 Associate. The supply to Customer would be on

Domestic 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 Associate.

- (iii) It is to be expressly understood and agreed by the Associate that STC shall be making the purchases on behalf of its Customers. It may be mentioned that the payment shall be made to the Associate after receipt of same from Customer. In case any deductions are made from the bills of STC by its Customers on account of deviations in the specifications or due to shortage or for any other reason, the same shall be to the account of Associate.

### **3. Pre-qualification criteria of Applicants:**

The prospective Associates is required to have the following as per the pre-qualification criteria:-

- (i) The experience of supplies of minimum 3 years of any one or more types of products (as per Sr. No. 1 above).
- (ii) Certificate of Incorporation as manufacturing company.
- (iii) Minimum Turnover of Rs. 2 crore per annum during the last three financial years.
- (iv) Manufacturing license of respective products.
- (v) Organic certification.
- (vi) ISO certification (if any).
- (vii) Registration certificates of respective products from concerned Departments.
- (viii) Registration certificates with Tax authorities and Government Departments (Sales Tax/VAT/Excise registration details).
- (ix) Company's PAN/ TAN number.
- (x) Satisfactory Bank reference report to show credit worthiness of the supplier.
- (xi) 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
- (xii) Audited Annual Accounts of the last three financial years.
- (xiii) The prospective associate 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. Undertaking to be furnished as per Annexure II.

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

- 4(a) Prospective Associate may download Expression of Interest document from [www.stc.gov.in](http://www.stc.gov.in) or [www.tenders.gov.in](http://www.tenders.gov.in) or [www.eprocure.gov.in](http://www.eprocure.gov.in) or can also obtain a copy of same from Shri KL Malhotra, Manager, STC, New Delhi 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 downloaded 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. **Demand Draft of Rs. 5,000/- (inclusive of taxes, if any) as EOI document Fee (Non –Refundable) is to be submitted by the Associates along-with the EOI document and the other required documents.**
- 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) Each page of EOI has to be numbered consecutively and signed & stamped, as a token of acceptance of all terms and conditions.
- 4(e) Following documents have to be submitted along-with Application/ EOI in a sealed cover:-
- (i) Request for empanelment on company's letter head.
  - (ii) Demand Draft of Rs. 5000/- in favour of The State Trading Corporation of India Ltd., New Delhi and payable at New Delhi towards EOI document Fee (Non-Refundable).
  - (iii) Annexure-I and Annexure-II duly filled in, signed and stamped.
  - (iv) Copy of EOI document duly signed and stamped on each page as a token of unconditional acceptance of all terms and conditions/clauses.
  - (v) Purchase orders/performance certificates against Serial No. 3 (i).
  - (vi) Documentary evidence of Certificate of Incorporation as per Serial No.3 (ii).
  - (vii) Documentary evidence showing the products manufactured and installed capacity.
  - (viii) Documentary evidence of manufacturing license as per Serial No. 3 (iv)
  - (ix) Documentary evidence of organic certification as per Serial No. 3 (v).
  - (x) Certificate of Registration of respective products as per Serial No.3 (vii).
  - (xi) VAT/Sales Tax/ Excise certificate as per Serial No. 3 (viii).
  - (xii) Copy of Company's PAN/TAN.
  - (xiii) Bank reference certificate as per Serial No. 3 (x)
  - (xiv) Latest D&B report as per Serial no. 3 (xi)
  - (xv) Audited Annual Accounts as per Serial No. 3 (xii).
  - (xvi) Undertaking as per Serial No. 3 (xiii)

## **5. Place for submission of Expression of Interest:**

The Expression of Interest should be addressed to Shri KL Malhotra, 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 & II and all the other documents** should be put in the Box placed on the reception of STC before the due date and time.

## **6. General Terms & Conditions:**

- 6.1 STC reserves the right to accept or reject any offer of Expression of Interest without assigning any reasons what so ever.
- 6.2 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 Associates from amongst the panel at STC's sole discretion.
- 6.3 The Associate, 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.
- 6.4 Final selection of Associate 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.
- 6.5 Selection in the panel at no point of time guarantees any award of work by STC through this empanelment and the Associate who fails to get the opportunity shall not have any right to claim any damages whatsoever against STC.
- 6.6 The Associate may clearly note that terms and conditions enumerated in this EOI are only illustrative and not exhaustive. The chosen Associate 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.
- 6.7 The prospective Associate can also be asked to furnish additional information /confirmation in connection with verification of the documents submitted by the supplier, if deemed necessary.
- 6.8 The validity of this Panel shall be initially for one year which may subsequently be extended for a further period of two year at the sole discretion of STC. STC also reserves the right to reduce the validity of the panel at their sole discretion.
- 6.9 The selected Associate 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.
- 6.10 All details and terms and conditions of this document shall have to be considered by the prospective Associate in totality and the expression of interest containing incomplete documents & not complying with the above conditions are liable to be rejected.
- 6.11 Initially the Associate 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.

- 6.12 Prospective Associate who qualifies as empanelled manufacturers/suppliers to STC would be individually notified after the evaluation process of empanelment is complete.
- 6.13 **No press advertisement shall be issued for the updation/Corrigendum/Addendum. Prospective suppliers are therefore advised to regularly visit these websites to update themselves.**
- 6.14 STC has exclusive right to appoint/empanel other suppliers for these items during the validity of empanelment.
- 6.15 STC reserves the right to remove any/all Associates from empanelment list at their sole discretion without assigning any reason thereof.

**7. Last Date for submission of Expression of Interest:**

The last date for submission of the Expression of Interest is **1500 hours IST on 14.03.2016.**

**8. Validity of EOI Applications:-**

The validity of applications submitted against EOI shall be upto 13.05.2016 i.e. two months from the last date of submission of EOI.

**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. Indemnity:**

The applicant shall keep STC indemnified at all times against any claims/ liabilities /proceedings, etc. from any third party or otherwise arising out/ or in connection with this EOI.

**12. Jurisdiction:**

The applicants hereto agree that the courts and tribunals at New Delhi shall have exclusive jurisdiction to settle any or all disputes which may arise out of or in connection with this EOI. All disputes arising out of this EOI shall be decided in accordance with the laws of India.

**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.

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**ANNEXURE-I**

**EMPANELMENT FORMAT (TO BE FILLED UP) BY PROSPECTIVE ASSOCIATES PARTICULAR DETAILS – SEPARATELY FOR EACH ITEM- BIO PESTICIDES/BIO FERTILIZERS/MICRO NUTRIENTS**

|   |   |                         |                   |                         |
|---|---|-------------------------|-------------------|-------------------------|
| 1. NAME OF PRODUCTS/ITEMS for which empanelment is requested        | Please mark (√) on the items of interest from the followings :<br>(i) Bio Pesticides<br>(ii) Bio Fertilizers<br>(iii) Micro Nutrients |                         |                   |                         |
| 1.(a) Specifications of Products/Item                               | Please attach separate sheet for each Product/Item  |                         |                   |                         |
| 1.(b) Quantity supplied (Documentary Proofs to be attached)         | Quantity Supplied to State Government/ Government Companies/Other Indian buyers   |                         |                   |                         |
|   | Product/Item name   | Quantity supplied in MT | Product/Item name | Quantity supplied in MT |
| In the year 2012-13   |   |                         |                   |                         |
| In the year 2013-14   |   |                         |                   |                         |
| In the year 2014-15   |   |                         |                   |                         |
| 2.(a) Name and address of Manufacturer/<br>Year of Establishment    |   |                         |                   |                         |
| (b) Please confirm that you are:<br>Manufacturer                    |   |                         |                   |                         |
| (c) Name of contact person(s)                                       |   |                         |                   |                         |
| (d) Telephone No(s).  |   |                         |                   |                         |
| (e) Fax No(s)   |   |                         |                   |                         |
| (f) E-mail id(s)  |   |                         |                   |                         |
| 3. Attach documentary proofs for the following:                     |   |                         |                   |                         |
| (i) Minimum 3 years of supply of any one or combination of products | Yes   | No                      |                   |                         |
| (ii) Certificate of Incorporation.                                  | Attached  | Not Attached            |                   |                         |
| (iii) Manufacturing license of                                      | Attached  | Not Attached            |                   |                         |



|   |          |              |
|---|----------|--------------|
| respective products   |          |              |
| (iv) Organic Certification  | Attached | Not Attached |
| (v) ISO Certification (if any)  | Attached | Not Attached |
| (vi) Registration certificates of items with concerned departments  | Attached | Not Attached |
| (vii) VAT/ Sales Tax/ Excise Registration certificate   | Attached | Not attached |
| (viii) Company's PAN/TAN  | Attached | Not attached |
| (ix) Bank Reference Certificate   | Attached | Not attached |
| (x) Credit rating agency report   | Attached | Not attached |
| (xi) 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 as a token of unconditional acceptance of all clauses.  | Accepted | Not accepted |
| 4. Has the company been black listed / banned by any Government Undertaking from participating in any tenders for supply of fertilizers   | Yes      | No           |
| 5. 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

\*\*\*\*\*

**(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



EOI No. STC/FERTILIZERS/BP/BF/MN/2015-16/01

Dated 22.02.2016



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 Manufacturers for supply of Bio Pesticides, Bio Fertilizers, Micro Nutrients to State Governments/Government Companies and various Indian buyers through STC

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- (xii) Audited Annual Accounts of the last three financial years.
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  - (xi) VAT/Sales Tax/ Excise certificate as per Serial No. 3 (viii).
  - (xii) Copy of Company's PAN/TAN.
  - (xiii) Bank reference certificate as per Serial No. 3 (x)
  - (xiv) Latest D&B report as per Serial no. 3 (xi)
  - (xv) Audited Annual Accounts as per Serial No. 3 (xii).
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## **5. Place for submission of Expression of Interest:**

The Expression of Interest should be addressed to Shri KL Malhotra, 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 & II and all the other documents** should be put in the Box placed on the reception of STC before the due date and time.

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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. Indemnity:**

The applicant shall keep STC indemnified at all times against any claims/ liabilities /proceedings, etc. from any third party or otherwise arising out/ or in connection with this EOI.



**12. Jurisdiction:**

The applicants hereto agree that the courts and tribunals at New Delhi shall have exclusive jurisdiction to settle any or all disputes which may arise out of or in connection with this EOI. All disputes arising out of this EOI shall be decided in accordance with the laws of India.

**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.

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**ANNEXURE-I**

**EMPANELMENT FORMAT (TO BE FILLED UP) BY PROSPECTIVE ASSOCIATES PARTICULAR DETAILS – SEPARATELY FOR EACH ITEM- BIO PESTICIDES/BIO FERTILIZERS/MICRO NUTRIENTS**

|   |   |                         |                   |                         |
|---|---|-------------------------|-------------------|-------------------------|
| 1. NAME OF PRODUCTS/ITEMS for which empanelment is requested        | Please mark (√) on the items of interest from the followings :<br>(i) Bio Pesticides<br>(ii) Bio Fertilizers<br>(iii) Micro Nutrients |                         |                   |                         |
| 1.(a) Specifications of Products/Item                               | Please attach separate sheet for each Product/Item  |                         |                   |                         |
| 1.(b) Quantity supplied (Documentary Proofs to be attached)         | Quantity Supplied to State Government/ Government Companies/Other Indian buyers   |                         |                   |                         |
|   | Product/Item name   | Quantity supplied in MT | Product/Item name | Quantity supplied in MT |
| In the year 2012-13   |   |                         |                   |                         |
| In the year 2013-14   |   |                         |                   |                         |
| In the year 2014-15   |   |                         |                   |                         |
| 2.(a)Name and address of Manufacturer/ Year of Establishment        |   |                         |                   |                         |
| (b) Please confirm that you are: Manufacturer                       |   |                         |                   |                         |
| (c) Name of contact person(s)                                       |   |                         |                   |                         |
| (d) Telephone No(s).  |   |                         |                   |                         |
| (e) Fax No(s)   |   |                         |                   |                         |
| (f) E-mail id(s)  |   |                         |                   |                         |
| 3. Attach documentary proofs for the following:                     |   |                         |                   |                         |
| (i) Minimum 3 years of supply of any one or combination of products | Yes   | No                      |                   |                         |
| (ii) Certificate of Incorporation.                                  | Attached  | Not Attached            |                   |                         |
| (iii)Manufacturing license of                                       | Attached  | Not Attached            |                   |                         |

|   |          |              |
|---|----------|--------------|
| respective products   |          |              |
| (iv) Organic Certification  | Attached | Not Attached |
| (v) ISO Certification (if any)  | Attached | Not Attached |
| (vi) Registration certificates of items with concerned departments  | Attached | Not Attached |
| (vii) VAT/ Sales Tax/ Excise Registration certificate   | Attached | Not attached |
| (viii) Company's PAN/TAN  | Attached | Not attached |
| (ix) Bank Reference Certificate   | Attached | Not attached |
| (x) Credit rating agency report   | Attached | Not attached |
| (xi) 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 as a token of unconditional acceptance of all clauses.  | Accepted | Not accepted |
| 4. Has the company been black listed / banned by any Government Undertaking from participating in any tenders for supply of fertilizers   | Yes      | No           |
| 5. 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

\*\*\*\*\*



(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