



THE STATE TRADING CORPORATION OF INDIA LTD
A Govt. of India Enterprise)
JawaharVyaparBhawan, 1-Tolstoy Marg, New Delhi-110001
Tel: 23313177 Fax: (91)011-23701123, 23701191
E-mail: co@stc.gov.in Website: www.stc.gov.in

NOTICE INVITING EXPRESSION OF INTEREST (EOI)

Date: 05.01.2016

Ref. No.: STC/EDB/2016

Expression of Interest (EOI) is invited by STC of India Limited (STC) from reputed Edible oil facilitators located in India. A separate EOI is to be submitted for the respective zones as defined below:

1. NORTH ZONE: J&K, H.P, Punjab, Uttarakhand, U.P, Haryana, & Chandigarh.
2. SOUTH ZONE: A.P. (including Telangana), Karnataka, Tamil Nadu, Kerela& Puducherry.
3. EAST ZONE: Bihar, Orissa, Jharkhand, West Bengal, M.P, NE, Sikkim & Chhattisgarh
4. WEST ZONE: Rajasthan, Maharashtra, Goa, Gujarat and Daman & Diu.

The EOI document can be obtained from the office of Sh. R.L. Narasimham, Deputy General Manager (Marketing), 6th Floor Main Building, STC, JawaharVyaparBhawan, Tolstoy Marg, new Delhi on written request on the letter head of the company and on submission of Demand Draft of Rs.10,000/- (in favour of State Trading Corporation of India Ltd., New Delhi and payable at New Delhi) towards Tender Document Fee.

The EOI document can also be downloaded from STC's website i.e. www.stc.gov.in or www.tenders.gov.in or www.eprocure.gov.in **Corrigendum/Addendum, if any, shall be published only on these websites.** Demand Draft of Rs.10,000/- is to be submitted along with Application/EOI document failing which application is likely to be rejected.

ABOUT US:

THE STATE TRADING CORPORATION OF INDIA LIMITED (STC), incorporated under the companies Act, 1956 and having its registered office at JawaharVyapar Bhavan, Tolstoy Marg, New Delhi- 110 001 is a premier international trading organization of India with experience of handling import and export of various kinds of products/commodities and its raw material (including Edible Oils) for actual users and consumers of various industries.

STC has 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.

1. Scope of Work of facilitator:

- (i) The facilitator shall keep watch and advise principal from time to time of the market conditions and the price trend in the market.
- (ii) The facilitator shall render all necessary assistance in bringing business by pursuing the actual users/private parties for giving their indents to STC for import of edible oils under cost plus scheme.
- (iii) The facilitator will ensure credit worthiness of the individual party before conclusion of business. However, it is the sole discretion of STC to accept or reject the same. The Facilitator will ensure that the contractual commitments by the party(s) are fulfilled within the stipulated time.
- (iv) The facilitator shall ensure that risk is minimized by liquidating the imported stocks within the prescribed time as per lifting schedule by safeguarding the interest of STC.
- (v) The facilitator will ensure new business of Edible Oil(s) (other than the existing clients of STC during last three years) for a minimum value of Rs.150 Cr during each financial year (for each zone for which the facilitator is appointed). In case of failure to do so, PBG of the facilitator shall be forfeited by STC.
- (vi) The Facilitator will help in recovery of funds from the actual buyer. In case of default by the buyer, the cargo will be disposed of in the open market and resultant consequent losses will be recovered from the facilitator (partially/fully) from his PBG/Trading margin.

2. Pre-qualification criteria for selection of edible oil facilitators:

- (i) Minimum annual turnover generated as facilitator during any one year in last 3 years should not be less than Rs.200 Crores. The applicant company/firm should be a consistently profit making concern during the last three financial years. *(Income Tax return of the last three years i.e. 2012-13, 2013-14 & 2014-15 are to be enclosed along with EOI/application).*
- (ii) Should have a minimum three years' experience in handling of imported oils in bulk, in India as a broker. *(Documentary proof to be enclosed along with EOI/Application)*
- (iii) The selected facilitator shall be required to submit Performance Bank Guarantee (PBG) of Rs.10 Lakhs by way of DD/PO/BG for each zone, and the same shall be released upon satisfactory performance of the contractual obligations and after expiry of validity of agreement. In case, the Facilitator fails to fulfill the contracted obligation and/or in the event of lapses on their part resulting in any loss to STC, the same shall be recovered from PBG/Brokerage of the facilitator. No interest shall be paid on PBG. *(Confirmation for submission of PBG to be given along with EOI/Application).*
- (iv) Facilitator may indicate their region of preference such as South/West/North/East (or) combination thereof. On the basis of their past track record in terms of business generated by them in different regions/zones, this selection will be finalized by STC at its sole discretion.
- (v) Nonrefundable processing fee of Rs.10, 000/- by way of a demand draft in the name of STC India Ltd. is to be submitted along with EOI/Application.

3. Terms & conditions of empanelment of facilitators

- (i) Validity of agreement will be for 2 years and if the performance of the facilitator is not satisfactory at any stage, the agreement shall be terminated, solely at STC discretion, with 30 days' notice to the facilitator.

- (ii) The STC's trading margin and terms and conditions etc. are subject to change, at sole discretion of STC, any time without any notice.
- (iii) The facilitator shall be entitled and shall be paid Service Charge during the concerned financial year. The Service Charge will be paid on the basis of the terms and conditions decided mutually from time to time. STC shall pay the facilitator a service charge @ 17% of trading margin (which is proposed to be @1.5% of CFR/CIF) earned by STC for the business concluded through the Facilitator. The payment of Service Charge will be released after satisfactory completion/execution of the contract by the actual buyer and after receipt of all payments/claims from them. Service tax and other statutory taxes shall be deducted as per rules/laws.
- (iv) The said Service Charge will be applicable for import of edible oils under OGL account and payable upon successful execution of respective contracts with buyers.
- (v) Detailed agreement will be required to be signed by selected facilitator.
- (vi) The exposure limit to be prescribed for each buyer based on the D &B rating and due diligence to be done by STC before opening of L/Cs. The exposure limit to be decided by STC at its sole discretion.
- (vii) Along with the indents, an EMD in the range of 10% to 20% (to be decided by STC at its sole discretion) of the indent value shall be taken from buyer before opening of L/C.
- (viii) STC reserves the right to accept / reject any application without assigning any reason and no correspondence will be entertained in this regard. STC management also reserves the right to relax any of the terms for selecting facilitators whom it deems fit.
- (ix) STC also reserves the right to assign job to more than one facilitator at the same time.
- (x) STC reserves the right to call for any additional information from any of the intending facilitator by way of clarification at any stage.
- (xi) Parties already having business with STC during the last three years shall not be allowed to route their business through facilitator(s). Their business with STC shall be considered as direct business only.
- (xii) STC reserves the right to do business directly without involving any facilitator even during the validity of agreement.
- (xiii) The interested party may apply for more than one zone, however in such case separate application for each zone shall be submitted along with stipulated application fee for each application.
- (xiv) STC reserves the right to appoint more than one facilitator in one zone and/or one facilitator in more than one zone.
- (xv) In case a facilitator is appointed in more than one zone, STC reserves the right to enter into one consolidated agreement and in such case consolidated PBG shall be submitted according to number of zones allotted.
- (xvi) STC reserves the right to appoint other facilitator on their sole discretion within the validity of agreement.

4. Submission of Expression of Interest:

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 Facilitator with his usual signature.

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.

Each page has to be numbered consecutively and signed and shall become part of the contract.

Parties who fulfill the above basic criteria may apply with the following supporting documents:

- (i) Details of firm/company including those of compliance of statutory registration, license requirements from various government agencies
- (ii) Audited Balance Sheets of the company/firm for last 3 years, duly signed by Auditor.
- (iii) Details of location of office address, telephone/fax No.(s), contact person
- (iv) Details of job work/brokerage undertaken in the past three year in Edible Oils in India, along with documentary proof of business in the zone applied for. In case applicant applies for more than one zone then documentary evidence of business in each applied zone should be submitted.
- (v) Any other relevant information.
- (vi) IT returns of the last three years.

5. Last Date for submission of Expression of Interest:

The last date for submission of Expression of interest is **15:00 hours on 29 /01/ 2016.**

6. Place for submission of Expression of Interest:

The Expression of Interest, duly filled in all respects, as per the attached Format along with full details should be addressed to Shri R.L Narsimham, Deputy General Manager, STC of India Limited, Edible Oils Division, 6th Floor, JawaharVyaparBhawan, 1-Tolstoy Marg, New Delhi-110001, and the same should be put it in a sealed cover.

The Application/EOI document may be submitted physically by dropping in the tender box kept conspicuously on the ground floor (Main Reception) of STC, New Delhi, at above address. EOI received over FAX/Email are likely to be rejected.

7. General Terms & Conditions:

- (i) STC reserves the right to accept or reject any application without assigning any reason and no correspondence will be entertained in this regard.
- (ii) Applicants should also certify that information given is correct to the best of their knowledge and if any information is found to be incorrect, party is liable to be de-paneled with forfeiture of PBG.
- (iii) Detailed terms of the expression of Interest (EOI) can be obtained from the above address or can be downloaded from our website www.stc.gov.in, GOI's websites www.tenders.gov.in & www.eprocure.gov.in only from time to time. No press advertisement shall be issued for the Updation/Corrigendum/Addendum, and the same may be viewed/ downloaded from above mentioned websites.
- (iv) In the event of default by the Buyer the un-lifted cargo will be disposed of in the open market by STC and all the resultant/consequent losses will be recovered from the facilitator through whom the party has placed the indent for purchase of edible oil either from his PBG or from trading margin.
- (v) In the present liberalized market competitive scenario the facilitator will have to maintain the commercial secrecy

8. Late receipt of Expression of Interest:

Any EOI received after the due date and time would be summarily rejected.

9. Ownership of EOI Documents and information therein:

All Expression of interest documents will become the property of STC upon submission.

Where the prospective facilitator believes that information provided in response to this EOI is, or should be kept confidential; or disclosure of this information would unreasonably affect parties 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 facilitator stated wishes, and requests for access to such information will be determined under the RTI/other statutory acts.

10. No Contractual Obligations:

STC is not bound contractually or in any other way to any prospective facilitator 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 facilitator 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 Facilitator(s):

Prospective facilitator who qualifies as empaneled to STC would be individually notified after the evaluation process of empanelment is complete.

12. Indemnity:

The Facilitator without any protect or demur, shall always keep STC fully indemnified and shall hold STC harmless against any losses, claims, liability, proceedings etc. by any third party.

13. Governing Laws and Jurisdiction:

This EOI shall be governed & construed in accordance with the laws of India and shall be subject at the jurisdiction of the court at New Delhi.

14. 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 does not tantamount to formation / existence of any contract whatsoever and hence there is no contractual obligation between STC and prospective facilitator.

STC may, at its absolute discretion, decide to abandon any part or whole of the process without giving prior notice to prospective facilitator(s).

STC OF INDIA LIMITED: JAWAHAR VYAPAR BHAWAN (DELHI)

FORMAT FOR SUBMISSION OF EOI FOR FACILITATOR FOR EDIBLE OILS
IMPORTS

S.No.	Particulars	Details to be furnished by the Applicant
1.	Name of Bidder	
2	Zone applied for	<ul style="list-style-type: none">○ North○ South○ East○ West
2.	Registered Address, Contact details like Phone No. (With STD code), Mobile No. Fax No. & email ID, website (Attach attested copy of Certificate of Registration)	
3.	Contact Person(s), details thereof	Name & Designation: Phone (with STD code), Fax No. & email id
4.	Constitution, i.e. whether Individual Company/JV Agreement bylaws /Partnership/Sole Proprietorship/Joint Venture Firm (Please attach copies of MoA& Articles of Association, Partnership Deed, as applicable)	
5.	Statutory Registration Details (as applicable)	PAN NO. VAT No. CST No. Excise Regn. No. Service Tax Regn No. Any other: (Please attach copies of the documents)
6.	Financial Details: a) Sales/Income from Operations during the last 3 financial years : b) Net Profit from Operations during the last 3 financial years: c) Net Worth of the Company/firm during the last 3 financial years d) Working Capital availability	(Please attach copies of audited balance sheets. Regarding Working Capital, please furnish letter from Bank)
7.	Expected target for the year to be achieved by the by placing indents for import of Edible Oil of private parties (excluding traders) on STC	In Cr.

8.	Location of Storage Tanks, if any (give full address), nearest Sea Port and the distance from Sea Port to storage tanks with storage capacity (Attach attested copy of certificate)	Address: Nearest Sea Port & distance from factory _____kms Tel.No. _____ Fax _____ email _____	
9.	Storage facility, if any, for imported material in bulk (MT) (give full details of installations)	Available capacity	Capacity to be made available to STC
		(owned)	(owned)
		(hired)	(hired)
		(owned)	(owned)
		(hired)	(hired)
		(others)	(others)
10.	Details of Experience including serving Govt. organizations in Edible Oil Trade i.e. as broker/facilitator/importer and of job work undertaken in the past three years		
11.	DD for Rs.10,000/- towards nonrefundable processing fee (enclosed)	YES	NO
12.	Has the company been blacklisted /Banned by any Government Undertaking from participating in any tenders.	YES	NO
13.	Whether blacklisted/banned on the date of application by any Govt./PSU company.	YES	NO
14.	Any litigation with STC, details thereof.		

please use extra sheet, if more space is required.

** (Please note: All financial documents provided along with the application form need to be attested by the Statutory Auditors of the facilitator).

15. It is certified that Statutory Requirements relating to registration, licenses from various govt. agencies, have also been complied with and all such statutory clearances are available.

16. Certified that the above information is true and we confirm that all information given in the Expression of Interest application 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.

17. It is confirmed that all the terms and conditions of EOI are accepted without any deviations.

(Authorized Signatory)

Name:

Designation:

Company/firm's Name

(Seal)

Place: _____

Dated: _____