

**Corporate Office:
Jawahar Vyapar Bhawan, Tolstoy Marg
New Delhi-110 001**

INVITES

EXPRESSION OF INTEREST

***For Empanelment of Associate Suppliers
for supply of Manufactured Products for
export to Iran***

Date: 1st July, 2013

Expression of Interest

For Empanelment of Associate Suppliers for supply of Manufactured Products for exports to Iran.

1. GENERAL

The STC of India Limited is a Govt. Company, registered under The Companies Act, 1956 (under the administration and control of the Ministry of Commerce and Industry), having Corporate Office at Jawahar Vyapar Bhawan, Tolstoy Marg, New Delhi-110 001 (hereinafter called 'STC'). The company is engaged in international and domestic trading of commodities/products. STC has actively undertaken export of Manufactured Products and is looking to aggressively explore new markets for this line of business.

STC achieved a business turnover of Rs. 30,773 cr. during 2011-12 and achieved business turnover close to Rs. 20,000 cr. in 2012-13.

STC Limited hereby invites **Expression of Interest (EOI)** for empanelment of suppliers of Manufactured Products in the following six categories, who fulfill the eligibility criteria:

- i. Engineering goods,
- ii. Pharma/ medical consumables,
- iii. Chemicals,
- iv. Construction Machinery,
- v. Automotive Parts
- vi. Projects

2. PRE-QUALIFICATION CRITERIA OF APPLICANTS

The suppliers who express interest in supplying any item(s) to STC for export to Iran should meet the following terms and conditions: -

- 2.1 The applicant company should be a regular manufacturer of the respective item(s) in India.
- 2.2 The applicant company should have exported the respective item(s) for each of the 3 preceding financial years.
- 2.3 The applicant company should have positive net worth and should be a profit making company.

Note: Based on the financial performance and audited records of the suppliers/applicants they will be considered for empanelment, based on evaluation criteria available for the item.

OTHER TERMS & CONDITIONS:

- The applicant company should have experience with good track record and the capability of manufacturing, handling and shipping cargoes on FOB basis which include port operations, and should also include responsibility for shortage, pre-payment of freights out of its own resources, Custom/Port clearance etc.
- The applicant shall accept all the terms and conditions of the enquiry which would be floated by STC from time to time. The supplier shall furnish EMD/Bank Guarantees, as required, to STC. STC shall release payment to supplier within three working days after receipt of same from foreign buyer after deduction of trade margin and other expenses.
- The validity of this Panel would be initially for a period of one year from the date of confirmation by STC & may be extended for a further period of one year depending upon the performance of the applicant, at the sole discretion of STC.
- STC may use this panel of suppliers for export to other countries as well.
- When required, the applicant would be required to submit the quotes on the item(s) on FOB (Indian Port)/CFR (main port Iran) basis.
- The applicant should not have been blacklisted/banned for participation in tenders by any Government Undertaking for supply of the respective item(s) on the date of empanelment. 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 submitting offer to STC against enquiry. In case of submission of false declaration (found at any stage), such supplier shall be disqualified and EMD will be forfeited.
- The supplier shall indicate the pending disputes, if any, with Government/State/PSU, if any and/or any disputes with Iranian Government/Companies/Authorities.
- The applicant can also be asked to furnish additional information/confirmation in connection with verification of the documents submitted by the applicant, if deemed necessary.
- The above terms and conditions shall have to be considered by the applicant in totality and the EOI containing incomplete documents & not complying with the above conditions shall be summarily rejected.
- The shortlisted applicant 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 manufacturing and export.

4. INSTRUCTIONS TO APPLICANTS

The Applicants have to submit a separate EOI for each category (mentioning on the envelope). A non refundable fee of Rs. 10,000/- in the form of a demand draft favoring 'The State Trading Corporation of India Ltd.' must be submitted to cover processing charges. The interested applicant should submit the following information/documents as per the format(s) attached herewith along with their detailed credentials for prequalification in a sealed envelope with each page of the document submitted by the applicant be numbered, stamped and signed.

1. Audited annual report for the last three financial years.
2. IEC certificate of the applicant.
3. Certificate of Incorporation
4. Memorandum and Article of Association
5. List of Directors
6. List of bankers and their addresses
7. Vendor Empanelment format as per Annexure-1
8. A certified copy of Board Resolution/POA authorizing person to sign the vendor empanelment form.

For the consideration of STC, the applicant may attach additional information about company, which they deem will prop its credentials in the manufacturing/export of the respective item (s), e.g. ISO certifications, awards, D&B reports etc.

5. DATE FOR SUBMISSION OF EXPRESSION OF INTEREST

The due date & time for submission of the Expression of Interest is 1400 hours on 23rd July, 2013. STC reserves the right to extend the date for expression of interest. Any EoI received after the due date and time would be considered in the next lot for empanelment. Applicants are advised to regularly visit STC website <http://www.stc.gov.in/> for updates about the same.

6. PLACE FOR SUBMISSION OF EXPRESSION OF INTEREST & METHOD OF DELIVERY

The Expression of Interest should be addressed to Mr. Anupam Misra, General Manager, STC Limited, Jawahar Vyapar Bhawan, Tolstoy Marg, New Delhi-110 001, India and should be sent by Courier/Registered Post/ Speed Post. The EOI can also be dropped in the tender box placed at ground floor, STC, Jawahar Vyapar Bhawan, Tolstoy Marg, New Delhi-110 001, India before the due date and time. STC will NOT accept facsimile, Internet or email responses.

7. REQUEST FOR CLARIFICATION ON EXPRESSION OF INTEREST

Any clarification desired by applicants must reach STC latest by **15th July 2013**. Any request thereafter would not be entertained.

8. OWNERSHIP OF EOI DOCUMENTS AND INFORMATION THEREIN

All Expression of Interest documents will become the property of STC upon submission. Where the Applicant believes that information provided in response to this EOI is, or should be kept confidential; or disclosure of this information would unreasonably affect the Proponent'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 Applicant's 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 Applicant 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 by the Applicants 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.

10. SHORTLISTING OF APPLICANTS

Applicants who qualify as empanelled suppliers to STC would be individually notified after the evaluation process of empanelment is complete. STC will work closely with them to develop export of their items to Iran. STC reserves the prerogative to aggregate the supplies of more than one empanelled manufacturer for the export of any item under an enquiry.

11. DISCLAIMER

The issue of this document does not in any way commit or otherwise obliges STC to proceed with all or any part of the empanelment process.

The EOI Request is not the subject of any process contract or any contractual obligations between STC and Proponents or potential Proponents.

STC may, at its absolute discretion, elect to abandon any part or whole of the process without giving prior notice to the Proponents or potential

**EOI- No. STC/CO/Export to Iran/Manufactured Goods/2013-14/EOI
dtd : 1st July, 2013**

Proponents. STC reserves the right to consider or reject any offer/EOI at any point of time without assigning any reasons whatsoever.

(Anupam Misra)

General Manager

Office: 011- 23462157

Email: anupam.misra@stc.gov.in

VENDOR EMPANELMENT FORMAT

S. No.	PARTICULARS	DETAILS
1	(a) Name and address of Applicant Year of Establishment	
	(b) Please specify whether you are: Supplier/Trader of Manufactured Products.	
	(c) Name of contact person :	
	(d) Telephone No.	
	(e) Fax No.	
	(f) E-mail id :	
	(h) Company Profile:	
	Attach supporting documents such as company brochures etc.	Yes/No
	(i) Export Value (in Rs.cr.) in the last three years Year (Units) (Value in Rs. Crs) 2010-11 2011-12 2012-13	
	(j) Copies of B/L in support of exports of the item undertaken by supplier :	Attached/Not attached
	(k) All terms and conditions specified in EOI	Accepted/Not Accepted
2	Has the company been black listed/banned by any Government Undertaking/Trading Organizations from participating in any tenders for supply of Manufactured Products?	Yes/No
3	Whether blacklisted / banned on the date of application.	Yes/No
4	Credit Rating D&B Report or reports from S&P, Moody, Fitch, Crisil.	Yes/No
5	List of Items proposed to be supplied.	Please mention Category and items.

Certified that the above information is true

Dated:

Signatures:

Name & Designation:

Place:

Company Seal: