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**SUPPLYCO**

The Kerala State Civil Supplies Corporation Ltd.

Maveli Bhavan, Gandhi Nagar, Kochi -682020.

Ph:0484- 2207937, 9447975024.

CIN No.U52209KL1974SGC002615

Website: [www.supplycokerala.com](http://www.supplycokerala.com)

**INVITING EXPRESSION OF INTEREST**

Supplyco invites expression of interest for appointing distributors for marketing the Supplyco brand tea in the state of kerala. Interested parties may submit their expression of interest within 15 days of this advertisement. For more details visit our website [www.supplycokerala.com](http://www.supplycokerala.com).

Sd/-  
Manager (Tea)

## **Terms and Condition for appointment of Distributor**

### **1. SCOPE OF WORK:**

The Kerala State Civil Supplies Corporation Ltd, here-in-after called "Supplyco" shall offer their branded Tea products to the Distributor for marketing in the state of Kerala. Distributor will market Company's products, to be provided by the Company, on demand of the Distributor.

### **2. AUTHORISED TERRITORY:**

The Company shall appoint the successful bidder as Authorized Distributor for the State of Kerala/ Districts/Districts further referred to as authorized territory and he will be authorized to sell Supplyco's products within his authorized territory. The existing distributors who are already lifting Tea from SUPPLYCO, will be out of the purview of this agreement and the authorized distributor will have no objections if the existing parties approaches the Company and lift the products directly from SUPPLYCO. The authorized distributor will have no objection to Supplyco selling Tea in its own outlets and existing government/ quasi government accounts in the territory assigned to him.

### **3. PRODUCTS:**

SUPPLYCO will offer Premium blended Tea in Sabari brands to Distributor for marketing in his authorized territory as per order.

#### **4. MARKETING**

The distributor is expected to have channel contracts and to have his own marketing team. He is also allowed to appoint sub agents for sale of Tea. The distributor cannot sell the product outside the state of Kerala if he wishes to do so, he will require to have a written approval from Supplyco. The distributor is not allowed to implement his own consumer schemes. He may devise schemes for his channel partner only. The final sale price of the product should not be affected by any scheme.

#### **5. MONTHLY TARGET OF LIFTING:**

The monthly target of lifting of Tea is to be assessed and would be fixed mutually. However the minimum off take is Rs.10 lakh/Month. The target committed is to be completed on monthly basis and performance would be reviewed on quarterly basis. The distributor should have warehouse for proper safe storage and with capacity to store upto 45 days stock.

#### **6. ORDER FOR SUPPLY OF TEA**

The authorized distributor shall give a written order to the corporation for his requirement. It is preferable to give monthly order or quarterly order. The order should be given a month in advance for arranging the product for supply. Any shortage in supply will be met in the next order if so desired by the distributor.

#### **7. SUPPLY OF TEA:**

Supplyco will arrange to supply the Tea as per requirement and stock available at the time. The delivery will be given at the destination of the Distributor. The unloading charges at the destination and related expenditure, if any, is to be met by the Distributor only. Delivery will be given at only 1 point.

#### **8. RATES OF SUPPLY:**

Supplyco shall supply the Tea at the notified prices and Distributor would be intimated immediately on any revision by a circular notifying the price. The selling price shall remain firm for a month and changes may be required based on the auction price. The MRP shall remain firm as far as possible and may change only if drastic change in there in auction rates or external market environment. However the margin of distributor shall remain same. The price offered to consumer shall not be below the sale price of Supplyco. The margin on MRP will be fixed after mutual consultation on monthly basis.

#### **9. CREDIT SALE**

The distributor is allowed a credit of 30 days for stock upto the limit of his security deposit. For any sock above that, he has an option to increase his security deposit or procure the stock at cash and carry basis. Cash and carry is allowed only for emergency purchase and security deposit has to enhanced for

normal increase in sale as seen from quarterly reports.

#### **10. PAYMENT:**

The payment of cost of Tea, as per order is to be remitted with the company by DD drawn on- the specified bank payable at Ernakulam/ RTGS/ NEFT.

#### **11. EMD / SECURITY DEPOSIT:**

Earnest Money Deposit is **Rs. 15,000,00/-** (**Rs. Fifteen Lakh only**) On award of contract, the successful bidder will have to remit a security deposit of Rs. 10 lakhs, if credit sale is availed, then as per the maximum limit of credit per month proportionately the SD must be enhanced. The security deposit will be returned on successful completion of contract. The distributor shall have no right for interest in the SD deposited before Supplyco.

#### **12. CERTIFICATION OF QUALITY:**

Company will provide the analysis report of the product Tested at CFRD LAB on demand of the Authorized Distributor.

#### **13. TERM OF APPOINTMENT AS AUTHORIZED**

#### **DISTRIBUTOR:**

Initially you will be appointed as Authorized Distributor for Kerala for the period of two year w.e.f. 00—00-2021 to 00-00-2023, but the same may be extended, if performance is found good. The distributor shall not manufacture or sell tea in any form other than those supplied by Supplyco during the currency of the contract. He can however sell products other than tea through his distributorship. However in case of unsatisfactory performance or violation of this contract, SUPPLYCO may set aside the contract/appointment by giving 30 days notice and Security Deposit shall stand forfeited if the distributor wants to discontinue the distributorship, then he should inform Supplyco by serving Notice before 60 days from the date of discontinuation. The Supplyco shall release the SD to Distributor if there is no liabilities are pending from Distributor, within one month from termination of contract.

#### **14.FORCE-MAJEURE:**

The above contract shall be subject to the force majeure conditions such as flood, drought, earthquake, civil disobedience, riots, epidemics, etc .

#### **15.ARBITRATION:**

Any disputes arises, it shall be firstly arbitrated by a committee with representatives of vendor constituted by the Chairman and

Managing Director, Supplyco and subject to jurisdiction of  
judicial Courts, at Ernakulam.

Sd/-  
Manager (Tea)

// Approved for Issue //

Assistant Manager (Tea)

1	Name and Postal address of the firm with Telephone No. Mobile No., E-mail ID.	
2	Firm Registrarion type a) Proprietorship Firm b) Partnership Firm c) Registered Co-operative society d) Other, specify	
(A)	In case of Proprietary Concern	
	1) Identity of the proprietor (ID Proof)	
	2) Copy of a certificate from Chartered Accountant on his financial statement for last 3 years profit and loss / balance sheet / audit report etc.	
(B)	In case of partnership firm	
	1) name of seal under which it is registered	
	2) Place and date of registration	
	3) Name and address of all partners and extend of their shares. (copy of the partnership deed duly attested should be submitted in the office)	
(C)	In case of a Co-operative society	
	1) No. and date of registration certificate. (a copy of registration certificate duly attested by a gazatted officer having jurisdiction in the department of registrar of Co-operative societies)	
3	Details of godown	
	a) Location of godown	
	b) Capacity / area of godown	
	c) Whether godown is owned or rented	
4	Details of vehicle facilities	
	a) No.of vehicle and type of vehicle	
	b) Owned or rented	
	c) No.of staff working	
	i) In office / godown	
	ii) for marketing	
5	GSTIN	
6	FSSAI No.	
7	Annual turn over for last three years	
8	PAN of the Tenderer	
9	Experience of similar contracts. Details of products, if any presently being distributed	
10	Additional details, if any	
11	Amount expected to be spend for the purchase per month	
12	District in which distributorship is intened	
13	Details of civil / criminal cases involved, if any	
14	details of financial liabilities, if any	
	Place :	Name & Signature :