

INVITATION OF EXPRESSION OF INTEREST FOR STOCKISTSHIP OF THE KERALA MINERALS AND METALS LIMITED

The Kerala Minerals and Metals Limited, the flagship PSU under the industries Department of Government of Kerala is the only manufacturer of Titanium Dioxide Pigment through chloride route in India. It is an integrated processing facility located in Chavara, Kollam district of Kerala involving mining and separation of mineral sand to manufacture of various grades of Titanium Dioxide and Titanium Sponge. Company's product range inter alia includes Titanium Tetra Chloride, Synthetic Rutile, Ilmenite, Natural Rutile, Zircon and Sillimanite. The company's Titanium Dioxide production capacity is 40000 TPA.

Presently the company is marketing its products in the domestic as well as international segment. In the domestic market, the company is having direct sales as well as sales through our 14 authorized stockists spread all over India. Carrying a legacy of consistent higher standards in quality, the company has already established the presence of its products in around 60 countries through direct exports. The company is planning to appoint new stockists in North western region (Rajasthan/Punjab) and Eastern region (Kolkata/Assam).

This will be your chance to become part of the prestigious group of KMML stockists. The interested agencies that have an annual turnover not less than Five Crores may write with full details to the **Head of Marketing, The Kerala Minerals And Metals Limited, Sangaramangalam , Chavara, Kollam – 691583 , Kerala**, enclosing the duly filled prescribed form available in the link below.

[Click on: - Preliminary data for appointment of new stockist.](#)

KMML will internally evaluate the proposals submitted and will shortlist suitable agencies in a month's time. The shortlisted agencies would be requested to deliver a detailed presentation at KMML or in the respective places. The officials from KMML may visit the facilities of the shortlisted agencies as a part of the evaluation process. The short listed agencies would be required to submit the relevant records as proof of information provided in the above prescribed form. The agency should have minimum 5 years' experience in the field in similar area pertaining to comparable industries and products.

The stockistship will initially be awarded for one year on provisional basis during which the appointed stockist shall prove their capability to lift at least 50MT during a month. The confirmation of the stockistship shall be based on the performance of the stockist during the first year of appointment.

KMML reserves the right to accept/reject any application received at its absolute discretion. Agencies who fulfill the requirement as indicated above may submit their expression of interest clearly furnishing all details mentioned above in sealed cover super scribing **EXPRESSION OF INTEREST FOR STOCKISTSHIP** in order to reach the **MANAGING DIRECTOR** of the company urgently.

THE KERALAMINERALS AND METALS LTD

FORM FOR DETAILS TO BE FURNISHED FOR STOCKISTSHIP/DISTRIBUTOR

Ref: Letter dated

1. Name & address of the company:

2. Nature of ownership (proprietary/ :
Partnership/limited/ other)

3. Telephone Nos & Mob nos:

4. Website details & E-mail ID

5. FAX no:

6. a, Authorized Signatory :

b, Contact person & Mob no:

7. Details of present business

Name address & of Company represented	Products dealt with	Nature of agency	Annual turn over	Period From to

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8. Details of Godown.

Location of Godown	Approximate area	Facilities available

9. Details of Sales team available. Furnish the competency level of sales personnel

10. Availability of sales vehicle (number & type)

11. Registration numbers (GST, Ownership reg etc)

12. Area to which stockistship sought

13. Quantity of Titanium Dioxide that can be Sold monthly.

14. If dealership is given, details of Customers with expected monthly sales

15. Are you an existing customer of KMML, if so furnish details off take.

16. Any experience in dealing with Titanium Dioxide Anatase or Rutile

17. Are you an importer of any other product? If so furnish details

18. Experience in present business

19. Details of Sales offices within the country & outside the country

20. Willingness to pay Security deposit & execution of an agreement with KMML.

21. Details of ISO certifications & and any other certifications

22. Audited financial documents for the previous financial years(3 years)

23. Any other relevant details supporting the stockistship.

Declaration

I/ We declare that the particulars given above are true to my/ our best of knowledge & belief

Signature of authorized signatory with Name and address

Conditions

1. Application format should be furnished in the letter head of the company.
2. Copy of all relevant supporting documents to be attached.
3. Application duly filled with copies of all documents should be forwarded to

**THE HEAD OF MARKETING
THE KERALA MINERALS AND METALS LIMITED
SANKARAMANGALAM
CHAVARA -691 583
KOLLAM, KERALA.**

4. Duly filled application with copies of supporting documents should reach on or before 31/03/2023, 5 PM.
5. Applications received after 31/03/2023 will not be considered.