

EXPRESSION OF INTEREST FOR APPOINTING NEW STOCKIST OF 'THE KERALA MINERALS AND METALS LIMITED'

Introduction

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 whose operations involve mining and separation of mineral sand to manufacture of various grades of Titanium Dioxide and Titanium Sponge. The company's Titanium Dioxide production capacity is 40000 TPA.

Objective

Presently the company is marketing its products in the domestic as well as international segment. In the domestic market, the company realizes sales directly to customers as well as through authorized stockists spread all over India. Sensing the potential market for Titanium Dioxide in Eastern parts of India and to increase KMML's market share, KMML is planning to **appoint new stockist in the New Delhi region** and hence invites Expression of Interest for the same.

Eligibility Criteria

The EoI bidders shall fulfill the following Pre-Qualification Criteria

1. Annual Turnover not less than INR 5,00,00,000 (INR 5 Crores) for all the previous 3 financial years (proof to be submitted)
2. Shall be an Organization/Agency/Trading firm/Company who has experience in dealing Titanium Dioxide Pigment (preferable) or any Inorganic Pigments for minimum 5 years. Proof of experience to be submitted
3. Shall be currently operating from New Delhi (proof to be submitted)

Scope

1. To understand KMML's products and capabilities
2. To identify customers and enhance KMMLs market share in the designated region
3. To lift atleast 50 MT TiO₂ pigment during a month
4. Market developmental activities, maintaining adequate sales force, providing KMML market intelligence
5. Other relevant works

Period of Contract

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 50 MT of Titanium Dioxide pigment during a month**. The confirmation of the stockistship shall be based on the

performance of the stockist during the first year of appointment.

Evaluation Procedure

1. KMML will internally evaluate the proposals submitted and will shortlist suitable agencies.
2. The shortlisted agencies would be requested to deliver a detailed presentation at KMML or in the respective places.
3. The officials from KMML may visit the facilities of the shortlisted agencies as a part of the evaluation process.
4. The short-listed agencies would be required to submit the relevant records as proof of information

Other Instructions

1. The EoI shall reach KMML before the due date
2. KMML reserves the right to accept/reject any application received at its absolute discretion.
3. Upon selection as stockiest, an Agreement to be signed with KMML

This will be your chance to become part of the prestigious group of KMML stockists. Agencies who fulfill the eligibility criteria may submit their Expression of Interest (EoI) clearly furnishing all required details in sealed cover superscribing **EXPRESSION OF INTEREST FOR STOCKISTSHIP** in order to reach

**The Head of Department (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.](#)

THE KERALA MINERALS 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 (provide documentary proof)	Nature of agency	Annual turn over for the previous 3 financial years
			2020-21 : 2021-22 : 2022-23 : 2023-24 (if available):

8. Details of Godown.

Location of Godown	Approximate area	Facilities available

9. Details of Sales team available. Furnish the competency level of sales personnel (furnish in detail)

10. Availability of sales vehicle (number & type)

11. Registration numbers (GST, PAN, 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 (provide documentary proof)

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

18. Experience in present business (provide documentary proof)

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 shall be attached.
3. Application duly filled with copies of all documents should be forwarded to

**HEAD OF THE DEPARTMENT (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 10/10/2024, 3 PM.
5. Applications received after 10/10/2024, 3 PM will not be considered.