

## **MYSORE SALES INTERNATIONAL LIMITED**

(A Govt. of Karnataka Undertaking)

# 36, MSIL House, Cunningham Road, Bangalore-560 052

Telephone: 080-22264021-25 Fax: 080-22734574

Email [msil.hrd@msionline.com](mailto:msil.hrd@msionline.com) Website: [www.msionline.com](http://www.msionline.com)

### **Expression of Interest (EOI) for empanelment of “Booking Agents” for Sale of “Imported MSIL Sand”**

EOI NOTIFICTION NO: MSIL/Exim/53 /2017-18

Date: 01.03.2018

MSIL a Govt. of Karnataka’s premier marketing/ trading organization has established necessary infrastructure for Importing and Trading of Natural River Sand across the State. In this regard the Company would like to develop a full-fledged Booking Agent network to work with the Company’s authorized C&F Agent and Dealer, initially for Bengaluru Urban, Bengaluru Rural, Ramanagara, Tumakuru, Kolar and Mandya Districts. The booking agent should have field experience in dealing with construction materials specifically with sand trading knowledge who could independently establish trading network for continuous booking of sale/supply orders in close coordination with the C&F Agent and Dealer of MSIL. Such resource persons/ agency/firms shall apply in the prescribed format with backup credential. Short listed person/agency/firm shall be empanelled for future associate ship with MSIL as per the terms and conditions. Interested parties may responded to this EOI to the GM (Import/Export) in the prescribed format (to be downloaded from the company’s website) and submit the same to the address furnished above within 10 days from the date of publication of this notification. Contact No: 080 22264026, [email-msil.hrd@msionline.com](mailto:msil.hrd@msionline.com). For details visit at [www.msionline.com](http://www.msionline.com)

General Manager (Import & Export)

EOI NOTIFICTION NO: MSIL/Exim/53 /2017-18

Date: 01.03.2018

**SCHEDULE OF EVENTS**

1. Date of EOI Notification : 01-03-2018
2. EOI Commencement Date : 02-03-2018
3. Last Date for Submission of EOI Documents : 12-03-2018 (3-00 pm)
4. Opening of EOI : 13-03-2018 (3-00 pm) [Tentative]
5. Place of Opening of EOI : Office of the General Manager  
(Imports/Export)  
Mysore Sales International Ltd.  
No.36, MSIL House, Cunningham Road  
Bangalore-52

Direction for submission of Application:-

1. Prescribed Application form can be downloaded from MSIL Website [www.msionline.com](http://www.msionline.com)
  2. Filled in Application Form along with enclosures should be submitted in a sealed cover super scribing as “APPLICATION FOR EMPANELMENT OF BOOKING AGENTS FOR SALE OF IMPORTED MSIL SAND” addressed to General Manger (Import/Export) at the addressed furnished above.
- Or
3. The Application Form together with enclosures shall be dropped in the Tender Box kept at the reception center at MSIL corporate office, Bangalore-52 (before the due date).
  4. Application submitted /Received after due date will be rejected

# MYSORE SALES INTERNATIONAL LIMITED

Import and Export Division  
MSIL House, Cunningham Road Bangalore-52.

EOI Notification No: MSIL/Exim/53/2017-18

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## Application Form for Empanelment of “Booking Agents” for Sale of Imported MSIL Sand.

Sl.No	Details of information	Response/ Feedback
1	Name of the Individual Firm/Agency	
2	Office/Residential Address & Name of the Contact Person	
3.	Mobile Number/Email etc.,	
4.	Qualification of the Booking Agent.	
5.	Experience: Specify the nature of the present business and the volume of turnover	
6.	Furnish details regarding :	1. PAN----- 2. GST----- 3. Bank Account No. -----  4. IFC Cod No-----  5. Branch Address -----
7.	Indicate the area of operation you would like to work as Booking Agent. (This is only an indication and not binding on the company)	Preference 1:  Preference 2 :  Preference 3 :

8.	Furnish the anticipated quantity of Imported Sand Sales order that you can mobilize from your side per month.	
9.	Are you a Builder/Merchant trader of building materials/ civil engineering contractors, dealers/consignment agent/ super stockiest/ transporters for any building products. Please specify if any	

DECLARATION

I/We hereby solemnly affirm that all the informations furnished above along with the documents enclosed are true to the best of our knowledge and belief. In case of any miss information/false documents my/our application/offer may be summarily rejected at the discretion of MSIL. I/We also understand that the EOI published by MSIL is for empanelment and will not bind for awarding any contractual obligations. Further we would abide by the terms and conditions as stipulated by MSIL for empanelment of the above work service as “Booking Agent”

Authorized Signatory : .....

Name : .....

Official Seal if any of the individual/Agency/Firm

Date: .....

Place : .....

## **MYSORE SALES INTERNATIONAL LIMITED**

**Import and Export Division  
MSIL House, Cunningham Road Bangalore-52.**

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### **TERMS AND CONDITIONS FOR EMPANELMENT OF “BOOKING AGENTS” FOR SALE OF IMPORTED MSIL SAND**

- 1) Preference shall be given to an individual/firm who has experience in dealing with sand, construction materials, or any other consumer products.
- 2) The participant shall have field experience in dealing with builders/construction firms/real estate agencies/individual-group bulk consumers of sand.
- 3) The participant should remit a refundable and interest free security deposit/performance guarantee for a sum of Rs.2 Lakh (Rupees Two Lakhs Only) to MSIL within 10 days from the date of empanelment as Booking Agent (Communication shall be sent in this regard- Therefore this amount should not be remitted now).
- 4) The participant should submit GST/Pan Number.
- 5) The participant should submit his brief monthly business projection for sale of Imported Natural River Sand being sourced from MSIL along with his preferential areas of operation and the estimated potential order volume for the next 2 years.
- 6) The participants should have basic knowledge of sand quality, sourcing cost factor, transport system, regulations of Mines and Geology Department and other related issues pertaining to sale of sand in Karnataka.
- 7) The potential Booking Agent should have strong business articulation and sales skill to book/fetch continuous orders for Imported Natural River Sand and should be able to successfully execute such booked orders through the authorized C&F Agents and Dealer of MSIL.
- 8) Probable Booking Agents are liable to concentrate only the places **Bengaluru Urban, Bengaluru Rural, Ramanagara, Tumakuru, Kolar and Mandya**, at the initial stage. There after on extension of stock yard establishments the other parts of Karnataka shall be covered.
- 9) MSIL reserves the right to accept any proposal at its discretion.

- 10) MSIL reserves the right to reject any or all the proposals without assigning any reason thereof whatsoever reserving the rights to call for fresh EOI.
- 11) MSIL reserves the right to associate with one or more participants/agency/firm for establishing Booking Agent Network across the state/location at the discretion and administrative convenience.
- 12) MSIL reserves the right to Pre-determine booking commission per ton payable to the Booking Agent only after servicing such orders as booked by the concerned Booking Agents. Presently the commission is tentatively fixed as Rs.100/- per MT inclusive of GST. MSIL reserves the right to change/revise this component at its discretion.
- 13) All applicable Taxes such as GST/TDS etc., will be deducted from the Gross Booking Commission and only the net commission will be passed on to the individual's/agencies' account through the C&F Distribution Agent and Dealer entitled commission would be passed on to the booking agent only after execution of such orders booked by the agent by a clear sales invoice.
- 14) Probable participants are strictly prohibited from canvassing through any outside agency or any other authorities for empanelment of Booking Agents for sale of imported sand of MSIL.
- 15) Selection will be strictly based on the assessment of the individual's capability, area of operations, probable volume of sales turnover, reliability and integrity and the potential for sustained growth by the selection committee constituted by MSIL.
- 16) Probable Booking Agents shall be engaged initially for a period of one year and liable to be terminated for non/under performance at the discretion of MSIL at any stage.
- 17) MSIL shall fix monthly quota to the individual Booking Agent and assess periodical performance for achieving sales target. Non performance would be liable for termination.
- 18) Selected Booking Agents should enter into a tripartite agreement with MSIL and its C&F and Distribution Agents and Dealer binding themselves to operate within the set of terms and conditions.
- 19) MSIL reserves the right to allocate the area of booking based on its assessment to the individual booking agent for which the empanelled booking agents are liable to function without any dispute whatsoever.
- 20) The last date for submission of EOI documents is 12-03-2018 up to 3-00pm.
- 21) The documents will be opened as per the terms and condition of EOI. The documents will be verified and short listed Booking Agents shall be informed accordingly.
- 22) The EOI shall be opened on the prescribed date and time in the presence of the available participants.

- 23) The Booking Agents shall submit the Application Form duly filled in as per the direction with seal and signature on all the pages together with enclosures.
- 24) The successful participant should confirm that the individual and his associates are financially sound. Failure to furnish the required information will make the offer liable for rejection. The participant in the EOI is requested to furnish the exact location of their office with detailed address/phone/fax numbers along with their E-Mail address in their application to enable for inspection/verification duly linking their Aadhar Card.
- 25) The EOI documents not containing the complete details are liable for rejection.
- 26) Documents received after due date & time will be summarily rejected.
- 27) Telegraphic/ fax/e-mail intimations will be summarily rejected.
- 28) The EOI is liable to be rejected if not in the prescribed format and enclosures with Seal and signature on all documents.
- 29) The documents will be opened on due date 13-03-2018 [Tentative] at 3-00pm at MSIL Office as per the terms and conditions of EOI. The documents will be verified and short listed individual/agency/firm shall be informed accordingly.

General Manager  
(Import/Export)