



# Hindustan Salts Limited

(A Government of India Enterprise)

CIN: U14220RJ1958GO1001049

Corporate Office : G-229, Sitapura Industrial Area, Jaipur-302022 (Raj.)

Unit : Kharaghoda-382 760, Dist. Surendranager (Gujarat)

Tel : 02757-220204; Fax: 02757-220203

E mail : [kharaghoda@indiansalt.com](mailto:kharaghoda@indiansalt.com); [purchase@indiansalt.com](mailto:purchase@indiansalt.com)

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

**TENDER NO.: 64 (Com) Purchase/2015-16**

**OFFER FOR SALE / APPOINTMENT AS DISTRIBUTOR FOR  
SALE OF MAGNESIUM CHLORIDE MANUFACTURED AT  
KHARAGHODA UNIT**

Last date for Submission of Offer : 20.08.2016 upto 15:00 hrs at the office of  
General Manager (Works),  
Kharaghoda-382 760,  
Dist. Surendranager (Gujarat).

Offers will be opened at : 20.08.2016 at 15:30 hrs. at the office of  
General Manager (Works),  
Kharaghoda-382 760,  
Dist. Surendranager (Gujarat).

General Manager (Works)  
Hindustan Salts Ltd.  
Kharaghoda-382 760,  
Dist. Surendranager (Gujarat)



# HINDUSTAN SALTS LIMITED

## 1. PREAMBLE:

Hindustan Salts Limited (HSL) (hereafter referred as “Company” or “HSL”) was incorporated on 12<sup>th</sup> of April, 1958 as a Company fully owned by the Government of India to take over the salt sources at Sambhar, Didwana and Kharaghoda earlier managed by the Salt Department, Government of India. It is the only Central Government Public Sector Undertaking under Ministry of Heavy Industries & Public Enterprises engaged in the production of salt. The company is having its registered office at B-427, Pradhan Marg, Malviya Nagar, Jaipur-302017 (Rajasthan).

The company has major salt production works measuring approx. 23,000 acres of land at Kharaghoda, Distt. Surendernagar (Guj.) in which salt production is conducted in various sidings and different varieties of Industrial & Edible Grade Salt are produced.

The mother liquor left after the production of salt is called bittern. The bittern consists of Mix salt, bromides and other chemicals from which Mix-salt, Bromine, Magnesium Chloride and other chemicals are extracted.

The company is planning to produce approx. 8000 MT per annum Magnesium Chloride at Kharaghoda.

The company invites offers from experienced parties for selling and distribution of Magnesium Chloride manufactured at Kharaghoda, Distt. Surendranagar, Gujarat.

## 2. OBJECTIVE

The objective of company is to appoint individual/agency / distributors for the sale and distribution of Magnesium Chloride in domestic market to be produced at Kharaghoda, Distt. Surendranagar, Gujarat.

The appointed agency /distributor would have following key objectives:–

- Facilitate sale and distribution of Magnesium Chloride in their respective State/Region.
- Represent Hindustan Salts Ltd. in front of their customers in their respective Region/State.
- Provide time to time customer feedback to Company for providing value based service to the customers in order to create customer loyalty.

## 3. QUALIFICATION CRITERIA:

The eligible applicants must meet the following criteria:

- 3.1 For appointment as Distributor applicant must have experience of selling/dealing/distributing major industrial products, however, preference will be given to parties already in the business of Magnesium Chloride.
- 3.2 Full-fledged office set-up with fax, phone, Email with adequate manpower.

Self-attested Documents in support of above qualification criteria to be submitted along-with the proposal.

4.0 **Duration of Contract:** Shortlisted parties shall be appointed as direct purchaser for fixed period with mutually agreed terms and conditions or as **DISTRIBUTOR for SALE OF MAGNESIUM CHLORIDE for period of one year from date of appointment.**

5.0 **SECURITY DEPOSIT :**

Distributor is required to deposit 3% of the value obtained as "Rate Per MT (Ex-Kharaghoda Unit basis) for Sale of Magnesium Chloride Finalised as a result of this Tender X Quantity Committed for Sale during Contract Period.

The Security Deposit shall be submitted through Demand Draft in favor of Hindustan Salts Ltd. and payable at Kharaghoda, which shall be refunded after successful completion of duration of contract as certified by the authorised official of the company. No Interest shall be payable to the party on Security Deposit.

Party shortlisted on being appointed as direct purchaser or distributor for sale of Magnesium Chloride for fixed period with mutually agreed terms and conditions will deposit the money in advance for the material to be lifted from the site.

6.0 **INSTRUCTIONS TO THE PARTIES FOR SUBMISSION OF OFFERS**

6.1 Offers are invited from qualified parties with adequate experience in the field of Chemical Marketing/selling/distribution. **Prospective Parties are requested to submit proposal for selling/ distribution of Magnesium Chloride against tender notice published by company. The proposal may include following details:**

- Proposed quantity of material to sell on per month basis.
- Region/state in which material is proposed to be sold.
- Proposed Purchase price of material on Per MT (Ex-Kharaghoda Unit) basis.
- Method of Selling and Distribution of the product to be adopted by party.
- Type of packaging of material required.
- Purpose for which material is consumed in the region/ state.
- Any other requisite details which party proposes to submit.

6.2 The offer shall be typed or written in indelible ink and all pages shall be signed by the applicant/authorized person in token of acceptance of terms and conditions mentioned in tender. The offer and all correspondence incidental to and concerning to the tender shall be in English language only. HSL reserves the right to modify the tender by amendment for any reason whatsoever at any time prior to the last date of submission of tender and such amendments if any shall be hosted in the company website i.e. [indiansalt.com](http://indiansalt.com) only.

6.3 The party(s) shall treat the tender documents and contents therein as strictly confidential and no part of the tender document should be disclosed outside as these tender documents are issued with the strictest confidentiality. The tender documents are exclusive property of HSL without any right to the party to use them for any purpose other than submission of proposal and for use by successful party with reference to work.

6.4 The parties shall submit their offer in sealed cover along with credentials in the following manner:

6.4.1 Offer shall be submitted in sealed envelope super scribed with **“OFFER FOR SALE / APPOINTMENT AS DISTRIBUTOR FOR SALE OF MAGNESIUM CHLORIDE MANUFACTURED AT KHARAGHODA UNIT”** addressed to General Manager(Works),Kharaghoda-382 760, Dist. Surendranager (Gujarat).

6.4.2 The offer prepared and submitted by the party may comprise the following as per availability with the prospective party:

- Offer with requisite details as mentioned in Clause 3 and Clause 6.
- Profile of the party
- Documentary proofs (self-attested) in support of Qualification Criteria.
- Copy of PAN
- Copy of TIN Registration/Central Excise Registration, if available.
- Copy of audited Balance Sheet, Profit & Loss A/C for last three Financial years i.e. 2012-13, 2013-14 and 2014-15.

6.5 HSL at its discretion may call for any clarification regarding the document(s) submitted by the prospective parties. HSL at its discretion may also ask for the submission of any additional/missing/incomplete document(s) within a stipulated time period. In such case(s), the party shall have to comply with HSL's requirement within the specified time.

6.6 The offers submitted against tender will be opened at 15:30 hours on 20.08.2016. If the date fixed for opening of offer is subsequently declared as holiday by Govt. of India/State Govt., the bid will be opened on next working day, time and venue remaining unaltered.

6.7 HSL reserves its right to accept or reject any or all offers or any part of the tender without assigning any reason whatsoever and it may be and shall not be liable for any compensation to expenses / loss incurred by the party in the process in whatever manner it may be.

6.8 Offers received after the closing date and time will not be considered.



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## OFFER FOR SALE / APPOINTMENT AS DISTRIBUTOR FOR SALE OF MAGNESIUM CHLORIDE MANUFACTURED AT KHARAGHODA UNIT

| S. No. | Description   | Proposal |
|--------|---|----------|
| 1.     | Purchase price of material in Rs. Per MT (Ex-Kharaghoda Unit) basis in the region/state proposed. |          |
| 2.     | Proposed quantity of material to be purchased by the party on per month basis.                    |          |
| 3.     | Region / state in which material is proposed to be sold.  |          |
| 4.     | Type of packaging of material required  |          |
| 5.     | Other Requisite Details as mentioned in Tender document   |          |

The Terms and conditions mentioned by the party for direct purchase or as distributor shall be deliberated and finalized as mutually acceptable to both.

Date :  
Place :

Seal and Signature of Bidder