



Expression of Interest from Foreign Manufactures For Supply of 50MT Milk Powder (Bulk) To Sri Lanka State Trading (General) Corporation Ltd. STC/PRO/2024/007

Sri Lanka State Trading (General) Corporation Ltd No: 100, NawamMawatha, Colombo 02. Sri Lanka.

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Web: www.stc.lk

INVITATION FOR EXPRESSION OF INTEREST

EXPRESSION OF INTEREST FROM FOREIGN MANUFACTURES FOR SUPPLY OF 300MT FULL CREAM MILK POWDER TO SRI LANKA STATE TRADING (GENERAL) CORPORATION LTD

EOI Number: STC/PRO/2024/007

Sri Lanka State Trading (General)Corporation Limited, which is a fully Government owned self-financed corporation operated under Ministry of Finance, Economic Stabilization and National Policies, invites sealed Expressions of Interest (EOI) for supply and delivery of 50MT of Full Cream Milk Powder (bulk) per month from foreign manufacturers and international suppliers.

1. EOI will be opened to International manufacturers and suppliers

Quantity E		Exp	ected		Delivery	Bid Validity	Performance Bond
		Peri	iod				
50MT	Full	As	per	the	delivery	90 Days	Unconditional Bank
Cream	Milk	sche	dule				Bond 10% of Quoted
Powder	per						value in USD at the
month							time of signing supply
(in 25kg p	acks)						agreement.

- 2. Properly sealed EOI documents along with required certificate attachments in two copies marked "original" & "duplicate" shall sent by courier or hand delivered and placed in the tender box provided.
- 3. Envelops shall carry "Supply of 50 MT Milk Powder to STC " EOI: STC/PRO/2024/007", addressed and sent to below address
 The Chairman, Sri Lanka State Trading (General) Corporation ltd,
 No 100, Nawam Mawatha, Colombo 02, Sri Lanka.
- 4. Closing Date 23rd August 2024 11.00am (Colombo time) and opened in the presence of the suppliers or authorized representatives.
- 5. 5 Samples of 400g packs shall be available at the time of opening the Bid. All EOIs should accompany receipt for a not-refundable Bidding fee of USD 100paid through online link https://www.stc.lk/milk2024

	1. Instructions to Suppliers					
1.1	The Purchaser :- Sri Lanka State Trading (General) Corporation Limited (herein called STC)					
1.2	The name and identification of the EOI					
1.2	Invitation for Expression of Interest from Foreign Manufactures for supply of 50MT Full Cream Milk Powder (25kg packs) per month To Sri Lanka State Trading (General) Corporation Ltd.					
1.3	 Mandatory Requirements of the Manufacturer / Exporter Only International Manufactures / Exporters are allowed Manufacture/Exporter Company Registration to be attached It has to be a registered export establishment in the origin country for Manufacturing / Exporting milk powder from origin country trade authority. Export license taken for current year (2024) from the origin country Having Minimum Export Capacity of 700MT during last 1 year Period. (need to submit recent export document proof) Animal Quarantine Certificate of the origin farm from the authorized Veterinary Health officer of the origin country (taken within 6 months) Including farm capacity, with microbiological test report. Recent compositional analytical report from reputed internationally accepted laboratory for the subject production. Recent Certificate of Country of Origin 					
1.4	i. Business registration certificate has to be Submitted ii. Proof of exports quantity for 700Metric Tons Full Cream Milk powder for last year from 31 st March 2023 up to 1 st April 2024. iii. Export Establishment Certificate (updated for year 2024) iv. Audited Financial Statements for the years – 2023, 2022, 2021 v. Certificate of Origin (COO) of last 3 shipment issued by Relevant Government Export Trading Authority vi. International surveyor test report for recent export order for the subject product (Full Cream milk powder) needs to be attached (SGS/BV) vii. Recent compositional analytical report from reputed internationally accepted laboratory for the subject production. viii. Health Certificate of the origin farm confirming suitability for Human Consumption. ix. Test Certificate for Melamine & DCD from recognized international Body. x. Copies of Recent Certificate of Country of Origin xi. Animal Quarantine Certificate of the origin farm from the authorized Veterinary Health officer of the origin country (taken within 6 months) Including farm capacity, with microbiological test report.(Farm registration No, Address & Farm Capacity shall be included in Veterinary					

	health certificate)
	xii. Recent export Health Certificate for conformity human consumption (
	Taken within 06 Months Period)
	xiii.International sample test certificate for Melamine, DCD, and Heavy
	metals content.
	(Specifications should be complied with SLS 731:2008 standard as per 3.0
	Specifications For Milk Powder)
1.5	Bid Evaluation Process
1.5	1. Mandatory Requirements (1.3)
	2. Required Documents (1.4)
	3. Conformity to the Specifications (3.0)
	4. Results of Sample Testing (1.SLSI 2.ITI 3.Atomic Energy Board)
1.6	
1.6	EOI Forms Shall Include A Bid declaration In Favor Of,
	The Chairman,
	Sri Lanka State Trading (General) Corporation Limited,
	No.100, Nawam Mawatha,
	Colombo 02,
	Sri Lanka.
1.7	For any clarification Please Email
1.7	
	Manager (Procurement)
	Sri Lanka State Trading (General)Corporation Limited
	No. 100 ,NawamMawatha,
	Colombo 02, Sri Lanka.
	Telephone: +94 11 2422341/+94112440880 Extension 226
	Fax No 094 11 2447970
	E-mail: dhanushka@stc.lk
1.8	Submission of EOI Forms
1.0	
	Properly sealed EOI documents along with required attachments in 2 copies
	marked "Original" and "Duplicate" may be sent through the courier or hand
	delivered along with Samples to below address on or before the closing date.
	Left-hand corner of the envelope shall carry "Supply of 50 MT Milk Powder
	to STC – EOI: STC/PRO/2024/007" and sent to below address
	Chairman,
	Sri Lanka State Trading (General) Corporation.
	No. 100, NawamMawatha,
	Colombo 02,
	Sri Lanka.
	OH Lanka.

2.0 Details of Exporter (EOI Number: STC/PRO/2024/007)

2.1 Exporter Details	Supplier Response
Company Registered Name	
Registered Business Address	
Business Registration Number	(Please Attach copy of Business Registration)
Manufacture / Exporter Address &	
contact Details	
Type of Business Registration	
(Proprietor/Pvt.Ltd /Public Limited)	
Origin Farm Details	Farm Registration No:
	Address:
	Capacity:
	Contact Details: Email:
	Telephone:

2.2 Contact Person

Contact	Details
Contact Person Name	
Designation	
Address	
Telephone (Mobile)	
Fax	
E – mail	
Web Site	

2.3 Financial Standing (Audited) – Required Balance Sheets for Years

Financial Data	2020	2021	2022	2023	Average
Annual Revenue					
Net Profit					

Note: Please attach the copies of Audited Financial Statements

2.4 Proof of Exports of Full Cream Milk Powder

Recent export shipments details

Se.No	Export Destination	Country of	Quantity	BL Number & Date	Type of Milk
	Establishment	Export	(MT)		Powder (Full
	Name				Cream Milk
					Powder)
01					
02					
03					
04					
05					
06					
07					
08					
09					
10					

Note: Please attach recent 10 Nos BL's

2.5 Details of Production / Warehouse Location

Se.	Address of the Farm /	Status of	Warehouse	Available	Production
No	Warehouse	Ownership	Capacity	Stock	per Year
		(Rented/ Owned /	(MT)	(MT)	/per Month
		Leased)			
01					
02					
03					
04					
05					

Note: Please attach a proof of ownership for each farm/warehouse

2.6 Export Establishment Registration

Se.No.	Specifications	STC	Bidder's
		Requirement	Response
1	Business Registration Number of Export	Registration copy	
	Establishment	Required	
2	Type of Business Registration		
	(Proprietor /Pvt Ltd /Public Limited)	Required	
3	Export Council Registration	Registration copy	

3.0 Technical Specifications

Characteristics	Minimum Requirement	Offered Product Detail				
Product						
Detail of the Required Product	Full Cream Milk Powder					
Country of Production						
Origin Farm						
Main Ingredient						
Fresh cow milk, buffalo milk or a						
mixture thereof						
Other Ingredients						
Stabilizers	Maximum 5 g/kg singly or in					
Sodium citrate	combination,					
Potassium citrate	expressed as anhydrous substances					
Emulsifiers (Lecithin)	Limited by GMP g/kg					
Anticaking agent	Limited by GMP g/kg					
(Tricalcium orthophosphate)						
Vitamins						
Minerals						
Hygiene						
The product shall be manufactured,	as prescribed in SLS 143 and SLS872					
packaged, stored and distributed						
under hygienic conditions						
Appearance						
The product shall be white or light cr	eam in colour. It shall be substantially					
free from scorched particles of dried						
	Shall confirm to either Grade A or Grade B of the American Dairy Product					
Institute (ADPI) standard for scorched particles when tested						
free from extraneous matter						
Flavor						
	econstituted milk shall be pleasant and					
shall have a characteristic flavour of	milk.					
It shall be free off flavours	Cuagus Milk Douglas shall comply with the					

(*Table 01*) - The ingredients of Full Cream Milk Powder shall comply with the Food Act No.26 of 1980 and regulations framed there under.

SN	Characteristics	Limit	Method of test	Offered Product Detail
Comp	positional Requirements of the Produc	t		
1	Moisture, per cent by mass, (Maximum)	4.0	SLS 735 Part 3	
2	Milk fat, per cent by mass (Minimum)	26.0	SLS 735 Part 1	
3	Refractive index of the extracted milk fat at 40°C	From 1.4527 to 1.4548		
4	Reichert miessel value of the extracted milk fat, (minimum)	24	Appendix D	
5	Polenske Value of the extracted milk fat	1.4 -2.5		
6	Milk protein in milk solids -not fat, per cent by mass, (Minimum)	34	Appendix E	
7	Tritratable acidity (as lactic acid), per cent by mass, (Maximum)	1.5	SLS 735 Part 2	
8	Insolubility index (ml), (Maximum)	1	Appendix C	

(Table 2)

SN	Test Organism	Limit	Offered Product Detail			
Micr	obiological limits					
1	Aerobic plate count ,(per gram)	20000				
2	Coliform, MPN (per gram)	< 0.3				
3	E.coil,MPN (per gram)	< 0.3				
4	Salmonella, (per25grams)	0				
5	Staphylococcus aureus, (per gram) (coagulase positive)	10				
Ioniz	Ionizing radiation					
	Products are not subjected to ionizing radiation					

(Table 3)

SN	Test Organism	Limit	Offered Product Detail
Nutrit	ional Value of the Product		
		Per 100g of Product	Bidder Response (Yes/ No)
Energy value (KJ/Kcal)		2072,0KJ/495 Kcal	
Fat (g)		26.0	
Of whi	ch saturated fatty acids (g)	18.0	
Carbohydrates (g)		38.5	
Of which sugars (g)		38.5	
Protein	ı (g)	26.0	
Salt (g))	0.9	

(Table 4)

Description	STC Requirement	Bidder's Response
Packing		
25kg Packing	25 Kg paper bag with foil	
	LDPE inside	
Bulk Pack of 40 packs of 25kg	Big bag having 1000kg	
	inside with PP fabric	
Net Weight	25Kg	
Container		
40Feet Dry Container	Packing Quantity	
20Feet Dry Container	Packing Quantity	
Product Life		
Product shelf life	Minimum 1 year from the	
	date of production	
Life of the Product at the time of	Minimum 10 Months life	
customs clearance	shall be available at the time	
	of clearance of the product	
	from Colombo Port	
Storage and transport condition		
Temperature	$15-25^{\circ}c$	
Humidity	<75%	

(Table 5)

Marking in Product Packing				
Details	Mandatory	Suppliers Response (Agreed/No)		
Name of type of the product;	Yes			
(The name and type of the product "full cream milk powder")				
Brand name or trade name	Yes			
Net mass in 'Kg'	Yes			
Any permitted food additive's name or	Yes			
INS numbers				
The name and address of the manufacture and	Yes			
distributor "Sri Lanka State Trading (General)				
Corporation Ltd, 100, Nawam Mawatha,				
Colombo 02				
Batch number;	Yes			
Date of Manufacture;	Yes			
Date of Expiry;	Yes			
Country of origin;	Yes			
List of ingredients;	Yes			
Storage instructions;	Yes			

(Table 6)

Specifications	STC Requirement	Bidder's Response
Terms of Payment	LC Terms	
Copy Documents required being available on arrival of shipments to Colombo port. Commercial invoice Bill of Lading/ Packing List The Certificate of Origin issued by the Chamber of Commerce of relevent OriginCountry Certificate of fumigation issued by a company approved by the Plant Protection Organization of Origin Country.	Demurrages due to non-availability of required documents at the time of clearance, has to be borne by the supplier.	
Psytosanitory Certificate (if required)		
Animal Quarantine Certificate of the origin farm from the authorized Veterinary Health officer of the origin country (taken for the subject consignment) Including certified microbiological test report.(Farm registration No, Address & Farm Capacity shall be included in Veterinary health certificate)		
Export Health Certificate for conformity of human consumption for the Subject Consignment		
International sample testing certificate for Melamine, DCD, and Heavy metals content for the subject consignment from SGS or BV		
Production and Packing, Weight and Quality, Container Loading Condition, Shipment Survey Report from SGS or BV for the subject consignment		

(Table 7)

Requirement Nil	Suppliers Response
Nii	
1111	
Nil	
STC	Suppliers
Requirement	Response
Nil	
Nil	
Nil	
Nil	
•	
	Nil

(*Table 8*)

Our product is complied with above Specifications referred in table 1 to 8 and full cream milk powder 400g samples 5Nos having label information, Exporter Name & EOI Number STC/PRO/2024/007 will be available at the time of bid opening for evaluation and testing purposes.

Signature			
		(Designation/ Authorized by ownered to be attached from Owners, Directors	er
Name:			
	dress of the Company:		
		WhatsappNo :	
Email Address:			
Dated on (Place official st		,[insert date of signing]	

Supplier shall be agreed to the below procedure to be followed to import Milk Products to Sri Lanka

Se.No.	Specifications	Requirement	Bidder's Response
1	Health Certificate	Required	
2	Analytical Certificate	Required	
3	Certificates of country of Origin	Required	
	Melamine & DCD Free Certificate	Required	
4	Notification form issued by Sri Lanka Standard Institute (SLSI)	Required	
5	Release notification issued by Food	Required	
	Inspector in Port		
Confor	mity Assessment		<u> </u>
	Analytical Report from Atomic	Required	
	Energy Board (AEB)		
	Microbiological Standards	Required	
	Chemical Analysis	Required	
Parame	eters Tested		
	Radio activity Levels	Required	
	Microbiological Parameters	Required	
	Fat content Origin of Fat, D. C. D Contamination	Required	
	Contamination		

If the product failed to qualify at any proceedings and testing procedure mentioned above, the exporter shall take the consignment back to the origin country within a month period. All the expenses for re-shipment to be borne by the exporter.

We are ready to submit any document evidence required by food control administration unit by Ministry of Health, Sri Lanka from relevant authority in the origin country.

Signature	
	(Designation/ Authorized by owner, zation letter required to be attached from Owners, Directors
Name:	
Full name & Address of the Co	npany:
Contact Details: Mobile No; Email Address:	WhatsappNo :
	,[insert date of signing]

4.0 EOI Submission Form

Date: [insert date (as day, month and year) of EOI Subm

No.: STC/PRO/2024/007

To: Chairman,

Sri Lanka State Trading (General) Corporation Limited

No. 100, NawamMawatha,

Colombo 02. Sri Lanka

We, the undersigned, declare that:

- a) We have examined and have no reservations to the Eoi Documents,
- b) We offer to supply in conformity with the Eoi Documents and in accordance with the Delivery Schedules specified in the Schedule of Requirements
- c) The total price of our Bid, including any discounts offered is: [insert the total bid price in words and figures in CIF Colombo and FOB in USD];.....
- d) Our bid shall be valid for the period of time specified in ITB Sub-Clause 19.1, from the date fixed for the bid submission deadline in accordance with ITB Sub Clause 23.1, and it shall remain binding upon us and may be accepted at any time before the expiration of that period;
- e) If our bid is accepted, we commit to obtain a performance security in accordance with ITB Clause 43 and CC Clause 17 for the due performance of the Contract;
- f) We have no conflict of interest in accordance with ITB Sub-Clause 4.3;
- g) Our firm, its affiliates or subsidiaries including any subcontractors or suppliers for any part of the contract has not been declared blacklisted by the National Procurement Agency/ Department of Public Finance of Sri Lanka;
- h) We understand that this bid, together with your written acceptance thereof included in your notification of award, shall constitute a binding contract between us, until a formal contract is prepared and executed.
- i) We understand that you are not bound to accept the lowest evaluated bid or any other bid that you may receive.

Signed: [insert signature of person whose name and capacity are shown]
In the capacity of [insert legal capacity of person signing the Bid Submission Form]

-	nplete name of person signing sign the bid for and on behalf on name of Bidder]	
Dated on	day of	,[insert date of signing]
Contact Details		
Mobile Number		

5.0 Price Schedule

(EOI Number: STC/PRO/2024/007)

Price proposal for 20Feet Dry Containers

Item Description	FOB price in USD	CIF (Colombo) price in USD
Full Cream Milk Powder Per Metric Ton Price		
as per the given product specifications		
Packed Quantity in Metric Tons for 20Feet Container		
Full Cream Milk Powder 20Ft Container Price		
as per the given product specifications		
300MT Full Cream Milk Powder in 20Ft Containers		
Price as per the given product specifications		

Price proposal for 40Feet Dry Containers

Item Description	FOB price in USD	CIF (Colombo) price in USD
Full Cream Milk Powder Per Metric Ton Price as per the given product specifications		
Packed Quantity in Metric Tons for 40Feet Container		
Full Cream Milk Powder 40Ft Container Price as per the given product specifications		
300MT Full Cream Milk Powder in 40Ft Containers Price as per the given product specifications		

Signature		
	ompany)Authorization letter required to	(Designation/ Authorized by owner be attached from Owners, Directors
Name:		
	ress of the Company:	
Contact Details: N	Mobile No;	WhatsappNo:
Email Address:		
Dated on(Place official star	=	,[insert date of signing]

6.0 Delivery Schedule

(EOI Number: STC/PRO/2024/007)

	ShipmentArrival	Required Minimum Quantity per month	Shipment Schedule Agreed by the Bidder
01	Month of September 2024 Arrival to Colombo	50 Mt	
02	Month of October 2024 Arrival to Colombo	50 Mt	
03	Month of November 2024 Arrival to Colombo	50 Mt	
04	Month of December 2024 Arrival to Colombo	50 Mt	
05	Month of January 2025 Arrival to Colombo	50 Mt	
06	Month of February 2025 Arrival to Colombo	50 Mt	

50 MT per Month. Total requirement for six month is 300MT

- 1. Goods should be delivered on the schedule
- 2. Orders will be placed in partial orders depending on the market situation
- 3. Delivery period starting from September 2024 supplier should be able to complete all deliveries on time
- 5. No Transshipments Allowed

Signature	
In the capacity of	
Name:	Jill Owners, Directors
- Walter	
Full name &Address of the Company:	
	(Place official stamp)

FORMAT OF BID SECURITY DECLARATION FROM BIDDERS (On Bidders Letter head)

7.0 Bid Security Declaration

Date: 22/07/2024Procurement No.STC/PRO/2024/007

To The Chairman,

Sri Lanka State Trading (General) Corporation Limited,

No.100, Nawam Mawatha, Colombo 02, Sri Lanka.

I/We understand that, according to your conditions, bids must be supported by a BidSecuring Declaration.

I/We accept that I/We may be disqualified from bidding for any contract with you for a period of one year from the date of notification if I am /We are in a breach of any obligation under the bid conditions, because I/We

- a. Have withdrawn/modified/amended, impairs or derogates from the tender, my/our Bid during the period of bid validity specified in the form of Bid; or
- b. Having been notified of the acceptance of our Bid by the purchaser during the period of bid validity (i) fail or refuse to execute the contract, if required, or (ii) fail or refuse to furnish the Performance Security, in accordance with the Instructions to Bidders.

I/We understand this Bid Securing Declaration shall cease to be valid if I am/we are not the successful Bidder, or thirty days after the expiration of the validity of my/our Bid.

Signed: (insert signatur	e of person whose na	ame and capacity are shown)	
In the capacity of (inse	rt legal capacity of po	erson signing the Bid Securing	Declaration)
Name: (insert complete	e name of person sign	ning he Bid Securing Declaration	on)
Duly authorized to sign	the bid for an on be	half of (insert complete name of	of Bidder)
Dated on	day of	(insert date of sig	gning)
Corporate Seal (where	* *	authorized representative	

Performance Security

[Note: the purchaser is required to fill the information marked as "*" and delete this note prior to selling of the bidding document]

[The issuing agency, as requested by the succ accordance with the instructions indicated]	cessful Bidder, shall fill in this form in
Issuing Branch or Office]	
	[Name and Address of Employer]
Date: PERFORMANCE GUARANTEE No.:	
We have been informed thatSupplier] (Hereinafter called "the Supplier") has entere	d into Contract No
[Reference number of the contract] dated for the Supply of [name of contract").	with you, act and brief description] (hereinafter called
Furthermore, we understand that, according to performance guarantee is required.	o the conditions of the Contract, a
At the request of the Supplier, wehereby irrevocably undertake to pay you are amount of	ny sum or sums not exceeding in total an
being payable in the types and proportions of currer upon receipt by us of your first demand in v stating that the Contractor is in breach of it your needing to prove or to show grounds for	writing accompanied by a written statement ts obligation(s) under the contract, without
This guarantee shall expire, no later than the 20 [Insert date, 28 days beyond the scheduled period] and any demand for payment under it before that date.	
[Signature(s)]	

Declaration of the Exporter/ Manufacture

- a) I understand that Samples of each shipment have to be approved by the relevant Department of Sri Lanka(SLSI)before releasing any shipment. If any shipment is rejected the full container will be returned and exported to origin country and full value of consignment should be reimbursed by the Supplier including shipping, delivery & statutory charges in the destination country within 14 days of such rejection.
- b) Our firm, its affiliates or subsidiaries—including any subcontractors or suppliers for any part of the contract—has not been declared blacklisted by relevant authorized institute by Sri Lanka and the National Procurement Agency of Sri Lanka.
- c) Bidding without below attachments will not be considered qualified.

The supplier shall submit below Documents along with EOI form

- i. Export quantity in MT for of Milk Powder for the year 1st January 2022up to 31st December 2023.
- ii. Business registration certificate has to be Submitted
- iii. Export Establishment Certificate
- iv. Audited Financial Statements for the years 2021,2022,2023
- v. Certificate of Origin (COO) of last 3 shipment issued byRelevant Government Authority
- vi. Health Certificate
- vii. Analytical Certificate
- viii. Melamine & DCD free certificate
- ix. International quality certificate of manufacture / Export
- d) I understand that Submission of false documents & false information the EOI form may result in blacklisting the Export Establishment & Related manufacture for supply of any consignment to Sri Lankan Territory for next 5 years' time.

By signing below, I'm taking full responsibility personally and as a part of Corporate Responsibility and liability to understand, accept and practice above terms (a),(b) (c), (d)

Signature			
In the capacity of		(Desi	gnation/ Authorized by owner,
Directors of the Company) Auth	orization letter required to	be attached from Own	ers, Directors
Name:			
Full name & Address of the C	этрапу:		
Contact Details: Mobile No;		Whatsapp No:	:
Email Address:			
Dated on day o	√f.		lingart data of signing!
Dated on day (·1		_ [insert date of signing]
	(Place offi	icial stamp here)	

Manufacturer's Authorization Letter

< LETTER HEAD OF SHIPPER>

lanufacturer's Authorization
ate:
o: The Chairman / MD, Sri Lanka State Trading (General) Corporation Ltd o: 100, NawamMawatha, Colombo 02.
HEREAS
The [insert complete name of Manufacturer], who are official manufacturers of [insert type of poods manufactured], having factories at [insert full address of Manufacturer's factories], do be reby authorize [insert complete name of Bidder] to submit a bid the purpose of which is to rovide the following Goods, manufactured by us [insert name and or brief description of the boods], and to subsequently negotiate and sign the Contract.
We hereby extend our full guarantee and warranty in accordance with - Product pecifications, with respect to the Goods offered by the above firm.
gned: [insert signature(s) of authorized representative(s) of the Manufacturer]
ame: [insert complete name(s) of authorized representative(s) of the Manufacturer]
itle: [insert title]
uly authorized to sign this Authorization on behalf of: [insert complete name of Bidder]
ated on day of, [insert date of signing]