

**Braithwaite & Co. Ltd**  
**5, Hide Road,**  
**Kolkata 700043,**  
**India**

## **GLOBAL INVITATION**

### **Expression of Interest (EOI) for Empanelment of International Agents / Business Associates for Promotion of Exports of products & services of the Company**

With a view to Direct Exports of the products and services for infrastructure projects Braithwaite & Co Limited, Kolkata, India is looking for reputed International Agents/Business Associates for promotion and development of business of Braithwaite internationally. The International Agents/Business Associates will do their utmost in good faith to serve the interest of Braithwaite and will assist in all affairs concerning the handling of all enquiries, tenders including local logistics and pre/post tender/contract supports, liaison etc. wherever necessary.

This empanelment of reputed, competent, financially sound and resourceful International Agents/Business Associates will be for promotion of Exports of the products and services including infrastructure projects for the company.

The International Agents/Business Associates should have close contacts and rapports with various overseas customers in respect of products and services of infrastructure projects of Braithwaite's interest.

The interested International Agents/Business Associates meeting the following qualification criteria may apply for empanelment along with proven credentials:

- i) Furnish documentary evidence to the effect that at least two International orders pertaining to products (in respect of selling or purchase) and/or services (in respect of projects) in the past 3 years could be secured and executed for any Indian PSU / MNC through them whose value exceeds INR 1,00,000,00/- ( in equivalent Euro / US \$ ). They shall indicate country of operation for export promotion of BCL's products and services.
- ii) Registered with Indian PSUs / MNCs as International Agents/Business Associates/ Overseas Suppliers. Copy of documentary evidence is to be furnished.
- iii) Furnish Company details with documents like Certificate of Incorporation, Articles of Association, Annual Reports for last 3 years, Trade License, RBI/Customs Registration (if any) etc.
- iv) Details of Bankers, Furnish Solvency Certificate from internationally reputed Bank indicating maximum amount for business transaction.

v) The interested parties shall submit Undertaking along with EOI in respect of accepting and complying RBI / Customs / Govt. of India rules and regulations for business transaction with BCL. They shall also undertake to indemnify BCL against any claims from any authority of Govt. of India for business transaction with BCL.

Agency Agreements with the empanelled parties shall be executed on case to case basis upon successful securing business of export. Any payment to the empanelled party shall be released after realization of payments from overseas customers against export orders so received.

Bank Draft of INR 10000/= (or in equivalent Euro or US \$) in favour of “Braithwaite & Co Ltd” to be paid alongwith EOI as non-refundable deposit by the interested parties towards cost of empanelment.

Application for empanelment to be sent to Mr S Ghosh, Sr Manager (PP&S), Braithwaite & Co Limited, 5 Hide Road, Kolkata 700043. Phone (91) 033 2439 6676 / 2439 7415, Fax (91) 033 2439 5607/2439 7632. email : [braithwaite\\_co@yahoo.com](mailto:braithwaite_co@yahoo.com)

Last date of receipt of application for empanelment is the office closing hours of 15<sup>th</sup> September, 2008.

All Change of Tender Notices, Extension of time, Corrigendum etc will be notified in website only.