

**ANDREW YULE & COMPANY LIMITED**  
**(A Government of India Enterprise)**

**INVITATION OF “EXPRESSION OF INTEREST”**  
**FOR SEEKING TECHNOLOGY PARTNER**  
**FOR *ENHANCEMENT OF THE RANGE OF***  
***MANUFACTURE OF TRANSFORMER.***

1. **About Andrew Yule & Company Limited** :

Andrew Yule & Company Limited (AYCL), a Government of India Enterprise, is the flagship Company of the Andrew Yule Group with a turnover of over US \$220 million and having diverse business interest in Engineering, Electrical, Tea, Lubricant, Telecom, Lamp Filament and Printing. The Group has 27 manufacturing centers employing about 18,000 people and strong marketing network across the country.

2. AYCL, over the years, entered several technical collaboration agreements with leading manufacturers, such as Howdon Sirocco (formerly Davidson & Co., U.K.) for Industrial Fan, BTR Belting, U.K., for Conveyor Belting, BETH GmbH & Rothemullhe, Germany for Bag Filter and ESP, Nippon Oil Corporation, Japan for Lubricant and Togami Electric Mfg. Co. Ltd. of Japan for Switchgears etc. More details about the entire range of the Andrew Yule Group products can be seen by visiting website : [www.andrewyule.com](http://www.andrewyule.com).

3. **AYCL's Proposal** :

- 3.1 As a part of the Expansion Programme, AYCL proposes to enhance the range of Transformers, being manufactured at their Plant at Chennai and Kolkata. For this, the AYCL wishes to have a technology partner for
- i) Manufacture in EHV and UHV range of transformers at their Chennai and
  - ii) To install a production line for manufacture of Cast Resin and VPI type Dry Type Transformers at their Kolkata Unit.

4. **Scope of Cooperation and Eligibility Criteria for the Technology Partner :**
- 4.1 The Technology Partner will be required to provide the necessary support for transfer technology to manufacture and supply of transformers in the voltage class of 220 kV and above. In order to meet the criteria, the partner should have sufficient experience in design, manufacture, testing and supply of transformer of 220 kV & above voltage rating.
- 4.2 The partner will have to provide necessary assistance in selection of machinery, plant layout and connected infrastructure for manufacture of the above range of transformers and should be in the transformers manufacturing business of at least for 15 years.
- 4.3 With regard to establishing the production line and enhancement of the rating of the Kolkata Unit, the partner should have designed, manufactured, tested and supplied the Dry Type Transformers in the range of up to 2.5 MVA and above. The partner should be capable of establishing the production line in the manufacturing unit and also to assist in selection of machinery and connected infrastructure. The partner should be in the same area of business for at least a minimum period of 15 years.
5. The Expression of Interest (EOI) meeting the above criteria is invited from internationally reputed Transformer manufacturers having no conflict of business interest in India. The proposal along with complete details of the Company – background, technical features, catalogues, reference lists (list of projects executed) and financial statements for last three years – should be submitted by August 23, 2010. While the EOI may be sent by e-mail with requisite attachments, it is requested that the mail may please be followed up with signed hard copies sent to the following address:

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Working Hours : IST : 09-30 to 18-00 Hours

Please do not hesitate to call us / contact us in case you need any further information.