



BUSINESS CONNECTIONS UNLIMITED

# **TEJASVE EXPORTS**

(An International Trading House)

## **PREAMBLE**

Fired by entrepreneurial ambitions, after an extensive and distinguished career spanning nearly three decades with various industrial groups both in India as well as overseas at all levels, this organisation was founded in 1994 by shri R S NAMBI, an eminent chartered accountant and a consultant on the panel of World Bank and its affiliates. The organisation has a vision to grow into a world-class trading organisation so as to act in a proactive manner to the fast growing global market dynamics. Towards this end in view, the organisation has structured its various resources internally and staffed the various business groups with competent, committed, qualified professionals who are well experienced in international trade in their relevant areas. Besides its own staffing resources, it has entered into strategic alliance partnerships, in various countries for various products, with reputed concerns so as to provide synergistic support to its various customers and manufacturers in the world. To serve the customers in various countries cost effectively, the company has built up excellent working relationships with manufacturers and provides committed, efficient, timely, value-added reliable service for a low fee which is competitive. The organisation is looking global and would like to enlarge its' contacts with a view to be a dominant player in international trade and be a market leader in global markets. The company practices most appropriate style of management and believes in empowering employees, open participation in business ideas and believes in value maximisation and would like to build up long-term relationships with all concerned. It is the cherished desire of business owners that all associated would derive the best of their endeavours through their association with the company.

## **CORPORATE MISSION**

To build up a centre of trading excellence in international trade and be a dominant player in international markets through proper structuring/positioning and add value constantly to all those associated with the company, be it manufacturers/sellers, customers, employees associates or others.

## **QUALITY MISSION**

To endeavour to provide qualitative products/services on par with the best in the world and win the satisfaction and gratitude and take pride in retaining customers' loyalty always. This would mean maintaining very high internal standards at every stage/process and in documenting the transaction at all stages in a professional way.

## **CORPORATE BELIEFS**

The organisation believes in upholding highest standards of business ethics with complete commitment to total quality and respect for human individuals. The management believes in sailing along with all those who requisition its services in guiding them on the right path through assumption of total responsibilities in all aspects of business transaction by imparting its accumulated knowledge, expertise and experience.

## **PRODUCTS/SERVICES**

The organisation deals in:

### **FOOD GROUP**

All types of commodities – rice, sugar, wheat, flours, oils, canned foods, vegetables, juices/juice concentrates, etc.

### **CONSTRUCTION GROUP**

Steel, Cement, Cement products, Steel products, etc

### **BULLION GROUP**

Gold, Silver, Platinum, etc

### **TEXTILES GROUP**

Basic Textiles, garments, Men's wear, Women's wear, Kids wear, Hosieries, ready to use items, leather garments, casual wear, winter clothing, industrial wear, etc

### **PAPER GROUP**

Newsprint paper, tissues (all types), stationery, office products, general-purpose stationery, pens/pencils, etc

### **MINERALS/METALS GROUP**

Iron Ores, Chrome ores, Manganese ores, Copper ores, Gold Bars,

### **Fertilisers Group**

Urea, DAP, Others

### **SERVICES GROUP**

Market representation, indenting, agents, commission agents, brokers, market intermediaries, marketing consultants, re-exporters, etc.

### **PROMOTERS BACKGROUND**

The company is founded by **Shri. R.S. Nambi**, an eminent Chartered Accountant and a Consultant on the panel of World Bank and its affiliates. He has nearly three decades of experience in Corporate World both in India and abroad and has built up enviable business relationships worldwide. He takes complete responsibilities for day to day running of business and provides direction to the company activities.

The company is promoted as a family concern with Mr N Anushkumar, BE M B A **CPIM, CIRM, RSCP** and Ms N Anjana B E (ECE) as Partners SHARING Profit/Losses in the ratio of 50:50. The company was started with a capital of Rs 3.50 Lakhs .The networth of the partners is Rs5.40 Crores ( Comprising of Properties in Chennai/Bangalore , Liquid assets) and Rs 2.34 Crores (Comprising of Jewellery, liquid assets and cash/Bank balances)respectively as on date. The partners have no borrowings except Rs 39 Lakhs owing to Indian Bank towards Home Loan on Property In Bangalore.

### **STAFFING**

The company enjoys the confidence of various professionals and each business group is headed by an experienced, qualified and committed professional. The specialists are assisted by an experienced and qualified

team and research-wings and all work in an enabling, Hi-tech professional environment.

### **BUSINESS ASSOCIATIONS**

The organisation realises fully the benefits of a good business association and believes in building up long term durable and rewarding relationships. In ensuring the above ethos, the management carries out all it's affairs in an atmosphere providing for free exchange of ideas, professional knowledge and expertise with utmost transparency. In order to realise its ambitions, the company believes in right type of association always and builds up business relationships through tough selection standards based on its own business experience, good business referrals and market reputation.

### **TRADING PROCEDURES**

#### **For Suppliers/Manufacturers:**

- 1) The suppliers/manufacturers registers themselves by sending all relevant information such as company profiles, product profiles, market aids, P.O.S Ads, catalogues, price-lists, quality standards, technology write-ups, certificates, business references, photographs, samples (if any), bankers details and latest financials. In addition, a Memorandum of Understanding (MOU) proposed to be entered into shall also be forwarded at their own costs. Normally any MOU has to run for an initial period of five years subject to periodic reviews by both sides and is liable to be renewed at the end of its term on such terms and conditions the parties agree.
- 2) Normally it takes two weeks for the company to respond business-wise and no commitments on the part of the company in the intervening period could be expected.
- 3) All correspondences shall be in the name of the company only and the company is not responsible for any correspondence entered into in the name of any director, staff or others by name or by his title in their individual capacity.
- 4) The company reserves its right to terminate any contract on quality considerations as any poor quality of product/service will directly impact on its local reputation in the markets. Besides the quality, the adverse business performance, technology related complaints and poor financial position of the associates could be other factors for cancellation of contract.

- 5) The company expects all suppliers to extend financial support where the international business practices exist more particularly in cases where the local interest costs are steep and the arbitrage of interest rates has a direct bearing on the salability of product/service. In all such cases, the company assumes full responsibilities for credit risks extended. Towards proper risk management, the company accepts payments by Confirmed Letters of credit from Prime Banks only and matches the risk liability situation all the time as the goods purchased are supplied to wholesale buyers without stocking .
- 6) The company normally insists on entering into Non-contravention Non-disclosure agreement in line with international commercial practices so as to protect company's interests.

### **For Customers/Buyers**

- 1) Even though email enquiries are entertained in the initial stages, the quotation on our letterheads would be sent only after satisfying ourselves thoroughly about the seriousness of business enquiry, business credentials, financial soundness of parties, business referrals and bankers information about the capability of party in entering into such business deals. It would be therefore advisable for the buyers to share this information well in advance so that quick responses are guaranteed from the company side.
- 2) The company takes a minimum time to offer a quote and it is invariably done within five business days in the maximum.
- 3) The company expects all parties to act quickly so as to close the business deals in the barest minimum time as possible.
- 4) The company does not extend any business credits whatsoever and all payments shall be by means of TTS/payments by letter of credits only. All letters of credits shall be in the name of the company and shall be irrevocable, confirmed, divisible, transferable, back to back and encashable in India and shall be from any prime bank in the world. Prior clearances of banks may be needed in the case of all new contacts.
- 5) In case of commodities where the business practices are other than what is stated above, such practices would prevail provided it is more advantageous to the company.
- 6) Necessary Non-Contravention Non-disclosure agreements would be entered into in line with international practices for five years on international chambers of commerce formats so as to protect the interests of the company.
- 7) Normally very minimum time is taken in processing any business transaction. It is always our endeavour to ensure minimum time lag between the receipt of sale proceeds and despatch of goods, as this speaks about our efficiencies.

## **GLOBAL PRESENCE**

We always select the cheapest source (in absolute terms only) in the world depending upon the markets for which the goods or services are required. We definitely provide value-addition in this regard and retain our customers always with us. The company endeavours to live up to the expectations of its customers in respect of product quality, cost competitiveness, technology of products and guarantees 100% satisfaction on the usage/purpose of the product. Currently the indicative sources for various products are;

- |                            |   |
|----------------------------|---|
| ➤ Rice                     | India, Thailand, Vietnam, China                   |
| ➤ Wheat                    | USA, Australia                                    |
| ➤ Vegetables               | China, India, USA                                 |
| ➤ Spices                   | India, Sri Lanka, Indonesia, China                |
| ➤ Sugar                    | Brazil, USA, India, China                         |
| ➤ Juices / Concentrates    | USA, Europe, China, India                         |
| ➤ Canned foods             | USA, China  |
| ➤ Tea / Coffee             | India, China, Sri Lanka, Europe                   |
| ➤ Steel / Steel products   | Ukraine, China, Korea, India                      |
| ➤ Cement / Cement products | China, Korea, India, Indonesia, Thailand, Ukraine |
| ➤ Household items          | China / Korea / India                             |
| ➤ Paper / Paper products   | USA, Canada, China, Korea, India, South Africa    |
| ➤ Iron Ores                | India/Brazil/Iran/Indonesia /Thailand             |
| ➤ Oils                     | Malaysia  |

The company has an open mind in terms of entering into new joint ventures /strategic alliance partnerships keeping in mind the value addition provided to its customers. The company also believes in living up to its expectations as a responsible corporate citizen and towards this, would become a member of any trade associations, chambers of commerce, professional bodies, trade missions and any other international associations.

## **OUR BANKERS**

Indian Bank  
Adyar Branch  
First Main Road  
Adyar, Chennai 600020

## **CONTACT PARTICULARS**

Person	Mr. R .S. Nambi,CEO
Office	64/1. Purushottam Flats, PB 2089. 2nd Main Road, Gandhi Nagar, Adyar, Chennai – 600 020. India.
Telephone	+91-44-42115136/42187312/24453472
Telefax / Voicemail	+91-44-42054415
Email	<a href="mailto:tejasve@airtelmail.in">tejasve@airtelmail.in</a> / <a href="mailto:tejasve@md2.vsnl.net.in">tejasve@md2.vsnl.net.in</a> / <a href="mailto:tejasve@gmail.com">tejasve@gmail.com</a>

