

## STATE PHARMACEUTICALS CORPORATION 17<sup>TH</sup> SUPPLIERS' CONVENTION

### GATHERING INFORMATION/CONCERNS FOR GROUP ACTIVITIES, PRESENTATIONS AND DISCUSSIONS ON THE THEME OF "DELIVERING RIGHT PRODUCTS AT RIGHT TIME"

State Pharmaceuticals Corporation invites you to send your concerns on quality and logistic issues on your supplies to be included in the discussion paper for Group activities, Presentations and discussions scheduled to be held at the 17th State Pharmaceuticals Corporation Suppliers' Convention.

We wish to change the format of our Annual Convention this year and you will be given the opportunity of discussing your issues among yourselves (with other suppliers) and SPC officials in small groups and present suggestions to make your supplies smoothly. Ultimate goal of this exercise is to formulate appropriate policies, make necessary amendments to documents and share expertise and experience.

We have identified following areas to be included in the discussion paper and request you to send your comments/concern under separate topics to reach us on or before 4th July, 2014.

#### Product Related Issues

- ✿ Non-compliance to Specifications  
Deviations of specifications from the tender specification/offer/Indent
- ✿ Short Shelf Life  
Offering products not complying to shelf life in the tender invitation supplying products with short shelf life
- ✿ Testing of Pre-shipment samples  
Issues on sending samples for testing/issues on nominated laboratories, cost of testing pre-shipment samples, shelf life issues arising on time consuming for pre-shipment sample testing
- ✿ Quality Failures  
Suppliers liability on quality failures, reporting quality failures, responding for Debit Notes on quality failures
- ✿ Changing origin of the product at the time of delivery

#### Logistic Issues

- ✿ Issues on documents requested by SPC, failure to submit documents in time, receiving incomplete documents and discrepancies in documents
- ✿ Issues on manufacturing lead time
- ✿ Issues on standard L/C conditions
- ✿ Issues on arranging freight
- ✿ Non-compliance to delivery instructions, delays in supplies
- ✿ Validity period of L/Cs
- ✿ Requesting amendments to L/C, Indent and other documents
- ✿ Maintaining appropriate temperature when transporting
- ✿ Deviations from standard payment terms (requesting Advance Payments, requesting 100% payment at sight, etc)

Your comments/concerns should limit to a maximum of one A4 size paper and printed in double space format. We will prepare a discussion paper after perusing your comments and concerns and will send it to confirmed participants before the Convention.

At the Convention day you will be placed in the most appropriate group based on your interests and will be given the opportunity of lively contribution to discussions and presentations

We do appreciate your utmost contribution to make this event a success.

**DINUSHA DASSANAYAKE**  
**GENERAL MANAGER**  
**STATE PHARMACEUTICALS CORPORATION**