

1.0 **Preamble:**

1.1 In order to have a focused approach for meeting the demand in urban & semi-urban areas, RINL has been appointing Retailers to channelize its products to this market segment.

1.2 In order to realize the maximum potential in this segment, RINL prefer to have in place a strong network of Retailers covering large geographical area of the country.

2.0 Location of Retailers:

2.1 Retailers may be permitted to open multiple retail outlets at the locations preferred by them within the Branch Jurisdiction. The permission shall be obtained from the BSO with which they are registered.

Retailers to operate within the jurisdiction of the Branch with which they are registered and avoid conflict with the existing RINL Retailers and other customers.

Retailers are not permitted to sell material in territory earmarked / proposed to be earmarked for Tier-2 distributor either directly or indirectly through their dealers/agents.

In case, it is found that any of the Retailers are doing business detrimental to the interest of RINL and violates any of the above guidelines, a caution letter will be issued by the concerned Branch. In case, such actions are repeated by the Retailers, on the third instant, RINL may, at its sole discretion, cancel the registration of Retailer giving a notice of 15 days.

2.2 'Retail Outlet' is a place where Retailer does his sales operations like booking of orders, receiving payments, etc. In other words, 'Retail Outlet' is the 'Sales Office' of the retailer.

2.3 Retailer is required to provide a warehouse of suitable area in the location of his operations.

2.4 Retailer may be required to provide additional warehouse facilities for operational convenience in case of multiple outlets.

3.0 **Products covered:**

3.1 Warehouses of all Retailers shall be providing RINL products required for the target segments. Retail Outlet and Warehouse should be ideally located at the same place. Otherwise, warehouse may be located at any other suitable place of convenience for the target customers, under intimation to the BSO concerned.

3.2 Considering the requirement of the target segment, TMT Rebars, WRCs, Structural, Rounds, Cast Rounds, Blooms and Billets of all sizes are sold through Retailers. Further, products can be added with the approval of the competent authority.

4.0 **Method of Selection of Retailer:**

4.1 Branches and Regions are required to take necessary action for registration of additional Retailers in the quantity range of i) >6000 MT & <=12000 MT for TMT Rebar, ii) >3600 MT & <= 6000 MT for Round, iii) >3600 MT <=4800 MT for Structural, and iv) 2400 MT <= 3600 for Rolled Billet (sizes 55 mm to 115 mm) and depending upon the availability of material.

4.2 The process of appointment of additional retailers should be done through website / open advertisement, once in a year with the approval of competent authority). Web/Open Advertisement for appointment of new retailers shall be taken up once in a year at the beginning of the financial year specifying additional number of retailers proposed to be registered with each Branch and this will be done, centrally at HQ (Mktg.) - Policy section based on the proposal of the Branches received through Regions.

4.3 The existing CAs, CSAs, DLDs, RDs or Handling Contractors of RINL are not eligible for appointment or renewal as Retailer.

- 4.4 The retailers registered with a particular Branch of RINL need to apply against web / open advertisement, in case they wish to register with any other Branch of RINL.
- 4.5 The detailed format for advertisement, instructions to the applicant, format of application is placed at Annexures-I, II & III respectively. Evaluation sheet, Agreement format and Evaluation criteria are placed at Annexures-IV, V & VII respectively.
- 4.6 Applications for Retailers shall be evaluated on a 10 point scale consisting of attributes like sales turnover as certified by CA, financial capabilities as certified by the Banker, experience in the field of steel etc. and any other criteria, which the company considers necessary to take into account while evaluation of the application. The minimum qualifying score for all categories is brought out at annexure-VII. Preference to applicants belonging to SC/ST& OBC (including state BC) shall be given.
- 4.7 The applicants in the order of the scale (from higher to lower) obtained by them shall be considered for registration in the branch. In case of two or more applicants scoring identical marks, preference order shall be 1.SC/ST 2.OBC and 3.General. In case of two or more applicants of same caste category scoring identical marks, higher sales turnover will be given preference.
- 4.8 After going through the selection process, the successful applicant will be issued a letter of appointment indicating the validity period of the Retailership. The retailer will also be issued a letter on reappointment confirming the validity period.
- 4.9 RINL reserves the right to sell any of its product within such jurisdiction directly or through other means and ways.

5.0 Period of Registration:

- 5.1 The retailers shall be registered for one financial year. In case of Retailers lifting material during April 2025 in accordance with clause no.10. of MOU Policy Guidelines FY 2024-25 (Manufacturers and Retailers), the Retailership agreement shall be amended accordingly and such quantity lifted shall also be considered while assessing the successful performance of the Retailer under clause 8.1(i) of this Retailer Policy. The retailers who have successfully performed shall be considered for renewal, as per the prevailing guidelines. The retailers, who have failed to perform in any year shall be required to apply for registration afresh through web/open advertisement.
- 5.2 The retailers who have successfully performed in FY 2023-24, shall be considered for renewal for FY 2024-25.

6.0 Selling Price:

- 6.1 The Retailer can purchase materials from RINL at the ex-stock yard / ex-plant prices as applicable as per RINL Policy in vogue.. The payment shall be in advance unless otherwise specified and can be made by DD/PO/RTGS/NEFT/Cheque* payable locally at the Branch Office location.

* Extending cheque facility shall be as per prevailing policy in this regard.

- 6.2 The Retailer shall also be eligible for quantity based incentives announced by Head Quarters from time to time.
- 6.3 The selling price of Retailer shall not exceed Rs 1200/-PMT, over the SO stage price of the controlling branch for the respective products, duly adjusted for freight expenses from the Branch stockyard to the Retailer warehouse. However, the local levis like GST, Octroi and any charges towards interest or credit, transport to customer (for more than 50 KM) etc. shall be extra, as applicable. In this regard, at the beginning of the Financial Year, the concerned Branch Sale Office shall write a formal letter to the Retailer for compliance and the Retailer will give an undertaking to that effect while signing the MOU.

7.0 Quantity:

- 7.1 The existing retailers are required to enter into MOUs Product category wise.

The eligibility for MOU quantity shall be as per the MOU Policy. In case, any existing Retailer is interested to enter into MOU for new Product, the same may be allowed with the 1st slab of TQI.

In case of New Retailers, the eligibility for MOU quantity shall be as per the terms of appointment and the quantity for which they are registered.

8.0 Performance

8.1 For successful performance of Retailership, the retailer should fulfill the following condition:

- (i) A minimum of 75 % of the total MOU quantity signed or revised (represented by one or more MOUs) for which they are registered should be lifted during the FY 2024-25.

In case of new retailers getting registered during a year, pro-rata MOU quantity (Monthly basis) shall be considered for successful performance of Retailership.

8.2 In case of failure to perform as mentioned at Clause No. 8.1 above, the Retailership shall be cancelled and they would be required to apply afresh for retailer ship, after a gap of two Financial Years.

8.3 Retailers who are under the 3 years extended period as per the signed Retailership agreement, RINL would prefer to sign fresh Retailership agreement as per the new Retailership agreement format for FY 2024-25. However, in case the retailer does not agree for fresh Retailership, they would be governed by the terms and conditions of such earlier signed agreement till the expiry of the signed agreement

9.0 Quality:

9.1 RINL shall provide test certificate for the materials supplied to the Retailer.

9.2 The Retailer shall take necessary care in respect of storage of materials in his premises in order to avoid any damage, mix-up or loss of identity of materials. The Retailer shall maintain the accounts of incoming and outgoing materials.

9.3 The Quality complaints, if any shall be settled as per the Quality complaint procedure in vogue.

10.0 Other Information:

10.1 The Sr. BM shall periodically review the performance of the Retailers as per the Policy Guidelines and also for compliance as per clause 2.1 above. The Regional Managers and Head Quarters shall also review the performance of the Retailers from time to time. The reports available in ERP will be used in assessing the performance.

10.2 RINL may, at its sole discretion, cancel the registration of Retailer giving a notice of 15 days, in the event of adverse and repeated customer feedback, and any other aspect considered detrimental to the interest of RINL.

Also, at any point of time during the process of registration or after registration, it is found that any of the declarations given by the applicant/retailer is found to be incorrect or false, then the registration is liable to be cancelled summarily.

10.3 The Retailers whose registration has been cancelled shall not be allowed to participate in any of the selection process of RINL for sales outlets for a period of Two Financial years, after cancellation of their Retailership.

10.4 The applicants whose application has been rejected and not appointed as Retailers can participate in the subsequent selection process for appointment of new Retailers.

Annexure-I

Format of Advertisement for Registering Retailers

RASHTRIYA ISPAT NIGAM LIMITED
(A Government of India Enterprise)
VISAKHAPATNAM STEEL PLANT
##Address of the Regional Office##

No.VSP/Mktg/##

Date:dd/mm/yyyy

Registration as Retailer for Sale of Steel Materials.

1. RINL invites applications for Registration as Retailer for sale of Steel items at the following Locations.

Location	Name & Address of the Controlling Branch.
1.	
2.	

2. The Retailers are registered to service the requirements from urban& semi-urban areas. Accordingly, the product range includes WRCs, TMT Rebars of various sizes and grades, Structurals, Rounds, Cast Rounds, Billets & Blooms etc, as marketed by RINL.
3. The existing CA, CSA, DLD, RD or Handling Contractors of RINL are not eligible to apply against this advertisement. The selected applicant can open the outlets under the BSO advertised above as permitted in the detailed Terms & Conditions with prior approval of RINL.
4. Application format, instructions to applicant and terms and conditions can be downloaded from our website (www.vizagsteel.com) or can be obtained free of cost from the Sr.Branch Manager of controlling Branch mentioned above till 5.00PM of dd/mm/yyyy.
5. Filled in application forms should be submitted in the Box provided in the Controlling Branch latest by 3.00 PM on dd/mm/yyyy, which shall be opened by 3.30PM on the same day.
6. Interested parties may contact the Sr Branch Manager concerned for further details or visit our web site as mentioned above.
7. Preference to applicants belonging to SC/ST & OBC (including state BC) shall be given.

Regional Manager

Annexure –II

Instructions to the Applicant.

1. The applicant shall carefully go through the application format and Terms & Conditions and fully understand the terms and conditions governing their registration as RINL's Retailer.
2. The applicant shall acquaint themselves about the operations to be done by meeting the Sr.Branch Manager or his designated officer of Controlling Branch. The applicant also to visit the stockyard and acquaint himself with the location and working of RINL stockyard from where materials will normally be delivered. The Applicant by the very act of applying will be deemed to have fully understood the terms and conditions governing their registration and also familiarized themselves with the location of Branch and stockyard at the time of submission of their application.
3. The details shall be filled in as per the format and the documentary proof is to be attached wherever applicable. The claim made in the application and the documents submitted along with the application shall only be considered. No additional documents or claims shall be entertained later. The caste certificate forms issued by Central/State governments are acceptable. State BC certificates are also acceptable for OBC category.
4. The application form shall be deposited in the box provided for in the controlling Branch office within the indicated date & time. No application shall be accepted beyond the specified date and time.
5. Incomplete applications, applications not accompanied by the required documents, and conditional applications are summarily rejected. RINL may, at its convenience, finalize the registration within a period of 90 days.
6. RINL will not be responsible for any delay, loss or non-receipt of application by post etc. Applications received by Fax, E-mail, Telegram/Telex etc., will not be considered.
7. The applications for Retailers shall be evaluated on various attributes like sales turnover as certified by CA, financial capabilities as certified by the Banker, experience in the field of steel etc. and any other criteria, which the company considers necessary to take into account while evaluation of the application.
8. The retailer is required to provide 'Sales Office' in the Location and to develop the same
9. Assessment made by RINL shall be final & binding. RINL reserves the right to accept or reject any and or all applications without assigning any reason whatsoever.

Annexure –III

Format of Application for Registration as Retailer

For use of Branch only

Date & Time of Opening	
No of the application	
Total applications Received	
Location	

RASHTRIYA ISPAT NIGAM LIMITED
 (A Government of India Enterprise)
 VISAKHAPATNAM STEEL PLANT
 ##address of the Branch Sales Office##

Application form for Retailer for Sale of Steel Materials at(location)

1. Name of the applicant/Firm :
2. Status of the applicant : Proprietor/Partnership/Pvt.Ltd.Firm/Public Ltd. Firm / Co-operative
3. Category (Tick Mark applicable category) : SC/ST OBC (including State BC) General

(Please furnish documentary evidence if belong to SC/ST/OBC(including State BC) from competent authority, as per the format provided at Annexure-VIII and IX)

4. Address :
5. Contact Details :
Telephone No.
Fax No.
6. Contact Person :
Name
Designation
Details of Partners/Directors

(Please enclose a copy of Partnership Deed/Memorandum and Articles of Association, Company Registration Details along with latest Balance Sheet and P&L Statement)

7. Whether any of the applicant/proprietor/Partner/Directors are DLDs/CA/CSA/Handling Contractors for RINL Products: Yes/No
8. Whether any of the applicant/proprietor/Partner/Directors are related to Employees of RINL : Yes/No
(if yes, Please furnish the details there off)

9. GST No :
10. Nature of the Business : Manufacturing/Trading
11. Type of Products handled

12. Turnover Details:

	Last three Years Report		
Total Sales Turnover			
Turnover of Steel Products (If any)			

13. Total Equity Capital or Investment in Business.
(Rs. in Lakhs)
14. Bankers Name & Address:
(Please enclose Bankers Reference indicating the credit worthiness and solvency)
15. Details of infrastructure Facilities:
Own/leased/Consent to lease
Office/Sales counter
Area in Sq.ft:
(Indicate whether existing yard or will be made immediately after selection of the applicant)
- Warehouse/stockyard
Area in Sq.ft:
Address
- Any other information the applicant wishes to provide:

16. The category for which applied
- Category >2400 MT & <= 3600 <MT
- Category >3600 MT & <=4800 MT
- Category >3600 MT & <= 6000 MT
- Category >6000 MT & <=12000 MT

Tick the category for which the applicant wants to be considered. The applicant may tick for lower category also if they want to be considered for lower category in case they are not qualified for higher category.

17. Areas/places to be covered in the proposed business, in order of preference:

18. Declaration:

I/We have gone through the terms and conditions contained in Instructions to Applicants and Draft agreement of Registration as Retailer and accord my/our acceptance of the same

I/We declare that the information given above is true and correct. I/We am/are fully aware that if any information given above is found to be incorrect, I/We would be disqualified and/or our registration may be cancelled at any point of time.

Place:

Date:

Signature of Authorized signatory
With Seal

Note: This application form shall be attached to the covering letter in the applicant firms' letterhead.

Annexure IV

Evaluation Sheet for Registration of Retailer under the categories of i) >6000 MT & <=12000 MT for TMT Rebar, ii) >3600 MT & <= 6000 MT for Round, iii) >3600 MT & <=4800 MT for Structural, and iv) 2400 MT & <= 3600 for Rolled Billet (sizes 55 mm to 115 mm)			
Controlling Branch		Location of Retailer	
Date of Inspection/Evaluation:		Application No. of	
		Remarks	Maximum Points
			Points Allotted
1	Name of the Applicant/Firm		
2	Status of the Applicant		
3	Category		
4	Sales Turnover		4
5	Bankers Certificate for limit		4
6	Applicant's Business Field		2
	Total		10

Observation of the committee on the above

Names of the Committee Members & Designations

Signatures

1.

2.

Note:

Please refer guidelines for evaluation of application before filling up.

Annexure –V

Format of Agreement with Registered Retailer

(To be executed on non-judicial Stamp paper of value as applicable in the concerned state)

This agreement No. _____ dated _____ for purchase and marketing of steel products from RINL, entered into between RashtriyaIspat Nigam Limited, Visakhapatnam Steel Plant, _____(Branch sales office address) having its registered office at Main Administration Building Visakhapatnam Steel Plant, Visakhapatnam 530 031 represented by its Sr.Branch Manager (herein after called RINL) and M/s _____(Name & address of Retailer) *having its registered office at ____(*applicable in case of a registered company) hereinafter called as "Retailer".

WHEREAS RINL is desirous of registering Retailers at various locations and accordingly invited applications from various eligible parties,

ANDWHEREAS the Retailer has been dealing in Iron & Steel products or related products and has applied for registration for operation of Retailer outlet under BSO vide his application dated _____ and enclosing terms and conditions for registration as per this agreement duly signed by him as a token of acceptance for such terms and conditions.

AND WHEREAS RINL after scrutiny of applications has been pleased to register M/s _____, the RETAILER on the terms and conditions set out hereunder, for a period of _____.

NOW THIS AGREEMENT WITNESSETH AS UNDER:

1. Products covered :

TMT Rebars, WRCs, Rounds, Structural, Cast rounds and Billets & Blooms as marketed by RINL. Any other product can be added at the discretion of RINL.

2. Committed off-take of materials from RINL:

2.1 The Retailer can take the materials as per his requirement, subject to the availability.

RINL agrees to sell and Retailer commits to purchase a minimum quantity of _____T (per month) as offered to them. The Retailer shall plan his purchase and place the indent on RINL so that the material is available with the Retailer to avoid stock out situation. The quantities not purchased by the Retailer in a month shall not be made good in the subsequent months. However, in case of failure of RINL to offer the quantity upto the agreed quantity, RINL shall makeup the shortfall in subsequent month depending on the availability of material.

The terms and conditions of sale shall be as per the terms in the Quotation and the Sales Order issued by RINL. For detailed terms and conditions of Quotation and Sales Order visit our website www.vizagsteel.com / Marketing/Terms & Conditions.

2.2 The existing retailer is required to enter into MOUs Product category wise.

The eligibility for MOU quantity shall be as per the MOU Policy. In case, any existing Retailer is interested to enter into MOU for new Product, the same may be allowed with the 1st slab of TQI.

In case of New Retailers, the eligibility for MOU quantity shall be as per the terms of appointment and the quantity for which they are registered.

3. Performance:

3.1 The Retailers shall be registered for one financial year or part thereof. In case of Retailers lifting material during April 2025 in accordance with clause no.10. of MOU Policy Guidelines FY 2024-25 (Manufacturers and Retailers), the Retailership agreement shall be amended accordingly and such quantity lifted shall also be considered while assessing the successful performance of the Retailer under clause 8.1(i) of this Retailer Policy. The retailers who have successfully performed shall be considered for renewal, as per the prevailing guidelines. The retailers, who have failed to perform in any year shall be required to apply for registration afresh through web/open advertisement.

3.2 The retailers who have successfully performed in FY 2023-24, shall be considered for renewal for FY 2024-25.

3.3 For successful performance of Retailership, the retailer should fulfill the following condition:

- (i) A minimum of 75 % of the total MOU quantity signed or revised (represented by one or more MOUs) for which they are registered should be lifted during the FY 2024-25.

In case of new retailers getting registered during a year, pro-rata MOU quantity (Monthly basis) shall be considered for successful performance of Retailership.

3.4 In case of failure to perform as mentioned at Clause No. 3.3 above, the Retailership shall be cancelled and they would be required to apply afresh for retailership, after a gap of Two Financial Years.

The Retailers whose registration has been cancelled shall not be allowed to participate in any of the selection process of RINL for sales outlets for a period of Two Financial years, after cancellation of their Retailership.

(ii) Purchase Price of Retailer:

The price chargeable for the material being purchased by the Retailer shall be RINL's ex-stockyard price and as per RINL Policy in vogue. GST, Octroi and any other levies applicable on the date of delivery shall be charged extra.

The Retailer has to make payment in advance unless otherwise specified and the payment can be made by DD/PO/ RTGS/NEFT/Cheque* payable locally at the Branch Office location.

* Extending Cheque facility shall be as per prevailing policy in this regard.

(iii) Delivery of Material:

The weight recorded in the weighbridge of RINL HQ/Stockyard or any other nominated weighbridge and the weight shown in the invoice issued by RINL shall be final and binding upon the Retailer.

(iv) Cancellation Clause:

RINL may at its discretion, cancel the registration of Retailer giving a notice of 15 days, in the event of adverse and repeated customer feedback.

(v) Arbitration Clause:

All disputes or differences whatsoever arising between parties out of or relating to the construction, meaning and operation or effect of this agreement or breach thereof shall be settled by arbitration in accordance with the rules of arbitration of the Indian Council of Arbitration and the award made in pursuance thereof shall be binding on the parties.

The place/venue of arbitration shall be at :(Branch Location)

IN WITNESS WHEREOF the parties hereto have set out their hands on the day, month and year above written.

Signed and Delivered on behalf of
Within the named
Visakhapatnam Steel Plant through
_____ in the presence of

RINL

WITNESS:

1. Branch Finance Manager/BSO/RINL
- 2.

Signed and Delivered on behalf of
the within names _____
Through _____ in
The presence of

RETAILER

WITNESS:

- 1.
- 2.

Annexure VI

Procedure for registration of Retailer

1. In case of requirement a open advertisement/ through RINL website (www.vizagsteel.com) shall be issued announcing the scheme and giving specific details of branches which are intended to register the Retailers.
2. The last date upto which application form shall be available for downloading from the web site and the last date for submission of completed application forms shall be prescribed in the advertisement. A copy of the advertisement shall be displayed in the Notice Board of the Regional Office, Branch Office and Stockyard concerned.
3. The eligibility criteria: Preference to be accorded to SC/ST & OBC shall be mentioned in the advertisement for wide publicity. (BC certificates issued by state Govt. authorities are also acceptable for OBC category.).
4. The prescribed format of application, Instructions to applicants and agreement format are at Annexure III, Annexure II and Annexure V respectively.
5. The applications for Retailer shall be evaluated as detailed per the evaluation procedure.
6. A committee consisting of 2nd Branch Mktg. Executive and BFM shall evaluate the application based on the declarations / documents submitted.
7. On completion of evaluation and allocation of points, the committee shall submit its recommendation.
8. Based on the recommendation from the Committee and BM/Sr.BM, RM shall approve the proposal.
9. LOI shall be issued to the Retailer in duplicate by Sr BM/BM concerned. A copy of the LOI shall be returned by the Retailer duly endorsed by the authorized signatory of the Retailer, as confirmation of acceptance of Registration within 15 days from the date of LOI.
10. The retailer will be issued a letter of appointment indicating the validity period of the Retailership based on which RINL will enter into an agreement with registered retailer before commencing the operations of the retailer.

Annexure VII

Evaluation criteria of application for Retailer under the categories of i) >6000 MT & <=12000 MT for TMT Rebar, ii) >3600 MT & <= 6000 MT for Round, iii) >3600 MT & <=4800 MT for Structural, and iv) 2400 MT & <= 3600 for Rolled Billet (sizes 55 mm to 115 mm)

The committee shall consider only the claim made in the application and the documents submitted along with the application. No additional documents or claims shall be entertained by the committee at any stage of the evaluation.

1. The details at the top of the evaluation form, and the Name of the applicant shall be filled up with the relevant information.
2. The status of the applicant, shall be mentioned as claimed by the applicant, and shall be recorded in the evaluation sheet after verification of details and found to be correct.
3. The category of the applicant shall be mentioned after satisfying themselves based on the credentials and verification of documents.
 - a. If the status of applicant is individual/Proprietor, the category will be the same as that of the individual/Proprietor
 - b. If the status of applicant is partnership firm/co-op society, the category shall be same as the common category for all the partners/members of the society. In case of different categories of partners, the firm to be placed in General Category.
 - c. All other types of firms shall be considered in General Category.
4. Highest annual Sales turnover in the previous three financial years shall be considered. Points shall be allotted based on turnover slabs as follows.

Category >6000 MT & <=12000 MT for TMT Rebar	Category >3600 MT & <= 6000 MT for Round, iii) >3600 MT & <=4800 MT for Structural, and iv) 2400 MT & <= 3600 for Rolled Billet (sizes 55 mm to 115 mm)	
Up to Rs. 8Crores	Up to Rs. 4Crores	Nil
>Rs. 8 Crores-up to Rs.18crores	>Rs. 4 Crores-up to Rs.9crores	1
>Rs.18 Crores-up to Rs. 24crores	>Rs.9 Crores-up to Rs. 12 crores	2
>Rs.24Crores-up to Rs.30crores	>Rs.12 Crores-up to Rs.15crores	3
>Rs.30 Crores	>Rs.15Crores	4

5. All applicants who submit the banker's reference indicating credit worthiness and solvency shall be awarded the points under this category. Points can be allotted based on the solvency of the applicant in above slabs. Bankers Certificate should be generally in line with the prescribed format. It may be noted that the banker's certificate should be submitted in Bank's sealed Envelope addressed directly to RINL. Points shall be allotted based on limits mentioned in Bankers Certificate as follows:

	Category >6000 MT & <=12000 MT for TMT Rebar	Category >3600 MT & <= 6000 MT for Round, iii) >3600 MT & <=4800 MT for Structural, and iv) 2400 MT & <= 3600 for Rolled Billet (sizes 55 mm to 115 mm)	
Sl. No.	Limit in Bankers Certificate	Limit in Bankers Certificate	Points to be allotted
1.	Up to Rs. 4Crores	Up to Rs. 2 Crores	NIL
2.	>Rs. 4Crores-up to Rs.9crores	>Rs. 2Crores-up to Rs.4.5 crores	1
3.	>Rs.9Crores-up to Rs. 12crores	>Rs.4.5Crores-up to Rs. 6crores	2

4.	>Rs.12Crores-up Rs15crores	to	>Rs.6Crores-up Rs.7.5crores	to	3
5.	>Rs.15Crores		>Rs.7.5Crores		4

6. Business Experience :

	Experience in any of the previous 3 years (Points)
In Steel	2
In Cement / Hardware	1
Others	Nil

Max points any applicant can score for business experience is 2 only.
For any other sort of experience the points awarded shall be NIL.

A certificate from Chartered Accountant has to be submitted in support of experience.

7. a. Total Evaluation points are 10 (Ten)
b. Applicants *should score minimum points as below:*

Category	SC/ST/OBC	General
>2400 MT & <= 3600 MT	2	3
>3600 MT & <= 4800 MT	2	3
>3600 MT & <= 6000 MT	2	3
>6000 MT & <=12000 MT	2	3

c. In case of two or more applicants scoring identical marks, preference order shall be 1.SC/ST 2.OBC and 3.General.

d. In case of two or more applicants of same caste category scoring identical marks, higher sales turnover will be given preference.

Annexure – VIII

Form of Certificate to be produced by a candidate belonging to Scheduled Caste or Scheduled Tribe in support of his claim

FORM OF CASTE CERTIFICATE

Regn. No. _____ Date _____

A. This is to certify that Shri./Smt./Kum. _____ son / daughter of _____ of village/ town _____ in District/Division _____ of the State/Union Territory _____ belongs to the _____ caste/ tribe which is recognised as Scheduled Caste / Scheduled Tribe under :

Please Tick Mark :

1. The Constitution (Scheduled Castes) Order, 1950
2. The Constitution (Scheduled Tribes) Order, 1950
3. The Constitution (Scheduled Castes) (Union Territories) Order, 1951
4. The Constitution (Scheduled Tribes) (Union Territories) Order, 1951 (as amended by the Scheduled Castes and Scheduled Tribes Lists (Modification) Order, 1956, the Bombay Reorganisation Act, 1960, the Punjab Reorganisation Act, 1966, the State of Himachal Pradesh Act, 1970, the North Eastern Areas (Reorganisation) Act, 1971 and Scheduled Tribes Orders (Amendment) Act, 1976).
5. The Constitution (Jammu & Kashmir) Scheduled Castes Order, 1956.
6. The Constitution (Jammu & Kashmir) Scheduled Tribes Order, 1989.
7. The Constitution (Andaman & Nicobar Islands) Scheduled Tribes Order, 1959.
8. The Constitution (Dadra & Nagar Haveli) Scheduled Castes Order, 1962.
9. The Constitution (Dadra & Nagar Haveli) Scheduled Tribes Order, 1962.
10. The Constitution (Pondicherry) Scheduled Castes Order, 1964.
11. The Constitution Scheduled Tribes (Uttar Pradesh) Order, 1967.
12. The Constitution (Goa, Daman & Diu) Scheduled Castes Order, 1968.
13. The Constitution (Goa, Daman & Diu) Scheduled Tribes Order, 1968.
14. The Constitution (Nagaland) Scheduled Tribes Order, 1970.
15. The Constitution (Sikkim) Scheduled Castes Order, 1978.
16. The Constitution (Sikkim) Scheduled Tribes Order, 1978.
17. The Constitution (Jammu & Kashmir) Scheduled Tribes Order, 1989.
18. The Constitution (Scheduled Castes) Orders (Amendment) Act, 1990.
19. The Constitution (Scheduled Tribes) Orders (Amendment) Act, 1991.
20. The Constitution (Scheduled Tribes) Order Second Amendment Act, 1991.

B. Applicable in the case of Scheduled Caste / Scheduled Tribe persons who have migrated from the State/U.T. of their origin (delete the paragraph if not applicable) :

This certificate is issued on the basis of the Scheduled Caste / Scheduled Tribe Certificate issued to Shri./ Smt./Kum. _____ father / mother of Shri./Smt./Kum. _____ of village/ town _____ in District/ Division _____ of the State / Union Territory _____ who belong to the _____ caste / tribe which is recognised as Scheduled Caste / Scheduled Tribe in the State / Union Territory _____ issued by the _____ (name of prescribed authority) vide order No. _____ dated _____.

C. Shri./Smt./Kum. _____ and / or his / her family ordinarily reside(s) in village / town _____ of _____ District / Division of the State / Union Territory of _____.

Place : _____
State / Union Territory _____
Date : _____

Signature _____
Name of Issuing Authority _____
Designation _____
(With seal of Office)

Note : 1. The term "ordinarily" used here will have the same meaning as in Section 20 of the Representation of the People Act, 1950.

2. List of authorities empowered to issue Scheduled Caste / Scheduled Tribe Certificates :

- (i) District Magistrate / Additional District Magistrate / Collector / Deputy Commissioner/ Additional Deputy Commissioner/ Deputy Collector / 1st Class Stipendary Magistrate / Sub-Divisional Magistrate / Taluka Magistrate / Executive Magistrate
- (ii) Chief Presidency Magistrate / Additional Chief Presidency Magistrate / Presidency Magistrate.
- (iii) Revenue Officer not below the rank of Tehsildar.
- (iv) Sub-Divisional Officer of the area where the candidate and / or his family normally resides.

3. The caste certificate issued by an authority other than the stated above will not be accepted.

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Annexure -IX

FORM OF CERTIFICATE TO BE PRODUCED BY OTHER BACKWARD CLASSES

FORM OF CASTE CERTIFICATE

Regn. No. _____ Date _____

A. This is to certify that Shri./Smt./Kum. _____ son / daughter of _____ of village town _____ in District / Division _____ of the State / Union Territory _____ belongs to the _____ community which is recognised as a backward class under :

Please Tick Mark :

- (i) Govt. of India, Ministry of Welfare Resolution No.12011/68/93-BCC dated 10.09.1993, published in Gazette of India, Extraordinary - Part 1, Section 1, No.186 dated 13.09.1993.
- (ii) Govt. of India, Ministry of Welfare Resolution No.12011/9/94-BCC dated 19.10.1994 published in Gazette of India, Extraordinary Part I, Section 1, No.163 dated 20.10.1994.
- (iii) Govt. of India, Ministry of Welfare Resolution No.12011/7/95-BCC dated 24.05.1995 published in Gazette of India Extraordinary Part I, Section I No.88 dated 25.05.1995.
- (iv) Govt. of India, Ministry of Welfare Resolution No.12011/96/94-BCC dated 6.12.1996 published in Gazette of India Extraordinary Part I, Section 1 No.210 dated 11.12.1996.

B. Applicable in the case of OBC persons who have migrated from another State/U.T. (delete the paragraph if not applicable) :

This certificate is issued on the basis of the Other Backward Classes Certificate issued to Shri./ Smt./Kum. _____ father / mother of Shri./Smt./Kum. _____ in District / Division _____ of the State / Union Territory _____ who belong to the _____ caste which is recognised as a Backward Class in the State / Union Territory _____ issued by the _____ (name of prescribed authority) vide their No. _____ dated _____.

C. Shri./Smt./Kum. _____ and / or his / her family ordinarily reside(s) in village / town _____ of _____ District / Division of the State / Union Territory of _____.

D. This is also to certify that he/she does not belong to the persons / sections (Creamy Layer) mentioned in column 3 of the Schedule to the Govt. of India, Department of Personnel & Training O.M.No.36012/22/93-Estt.(SCT) dated 08.09.1993.

Place : _____ Signature _____

State / Union Territory _____ Name of Issuing Authority _____

Dated : _____ Designation _____
(With seal of Office)

Note : (1) The term 'ordinarily' used here will have the same meaning as in Section 20 of the Representation of the People Act, 1950.

(2) List of authorities competent to issue caste certificate for Other Backward Classes:-

- i. District Magistrate / Additional District Magistrate / Collector / Deputy Commissioner/ Deputy Collector / Ist Class Stipendary Magistrate / City Magistrate / Sub-Divisional Magistrate / Taluka Magistrate / Executive Magistrate / Extra Assistant Commissioner (not below the rank of 1st Class Stipendary Magistrate).
- ii. Chief Presidency Magistrate / Additional Chief Presidency Magistrate / Presidency Magistrate.
- iii. Revenue Officers not below the rank of Tehsildar.
- iv. Sub-Divisional Officer of the area where the candidate and / or his family normally resides.

(3) The certificate issued by an authority other than stated above will not be accepted.

Annexure-X

FORM OF BANKERS CERTIFICATE FROM A SCHEDULED BANK

This is to certify that to the best of our knowledge and information M/s.
..... having their address at.....
.....
..... a customer of our bank, are / is respectable and can be treated as good for
any engagement up to a limit of Rs..... (Rupees.....
.....).

This certificate is issued without any guarantee or responsibility on the bank or any of the
Officers.

(Signature) For the Bank
[Seal]

Note :

1. Bankers' certificate should be on letter head of the bank, sealed in cover addressed to Regional Manager, Rashtriya Ispat Nigam Limited.
2. In case of partnership firm, certificate to include names of all partners as recorded with the certifying bank.
