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**RASHTRIYA ISPAT NIGAM LIMITED
VISAKHAPATNAM STEEL PLANT
MARKETING DEPARTMENT
EXPORTS SECTION
e-mail: rinlexp@vizagsteel.com,
web site : www.vizagsteel.com**

Sub : Empanelment of Customers for export of Iron and Steel products from RINL / VSP.

1. Criteria for empanelment of Customers :

- a) The company should either be the actual user or trading company dealing in steel products / pig iron for the last 3 years.
- b) Should have at least three years experience in Export/Import business.
- c) Should have annual export / import turnover to the tune of Rs.40 crores in any one year during the last three years.
- d) Should agree to VSP standard FOB terms and integrity pact.

2. Documents to be submitted for empanelment :

- a) Name, Address of the organisation. Details of the contact person name, address, Telephone & fax number
- b) Last 3 years audited balance sheet with profit and loss A/C.
- c) Should agree to submit EMD/security deposit in BG/TT within 5 international working days incase of successful tenderers.
- d) If the company is represented by any agent in India, authorization letter from the principal. Name and address of their Indian agent
- e) Letter from bankers on their satisfactory dealing with the bank.
- f) Should submit the signed Integrity pact & FOB terms.
REF: EXPT/2008-2009/Cust. Empanelment DT: 08/10/2008
- g) In case, VSP makes any changes in the FOB Terms and Conditions and / or Integrity Pact and the changes are not acceptable to the agency, the agency shall be free to opt out of empanelment and seek refund of Permanent Registration Amount. The lock-in period of 1 (one) year shall not be applicable in such a situation.

- h) To empanel with VSP and become eligible for participation in VSP tenders (for export of PI or Steel, as the case may be) interested parties submit Permanent Registration Amount with a lock-in period of 1 (one) year. In case the empanelled agency becomes successful in any tender and fails to submit the EMD within 5 (Five) International Working Days from the date of LOI, the Permanent Registration Amount would be forfeited. Should submit the permanent registration fees in DD/TT.

Permanent Registration : At the rate of USD 25,000 for Pig Iron and USD 10,000 for Steel has to be submitted by way of DD (on A/c of Rashtriya Ispat Nigam Limited, payable at Visakhapatnam) or by T.T. remittance.

If the payment for Permanent Registration is by **TT**, remittance is to be made either to “**State Bank of India**” or “**State Bank of Hyderabad**” as per the following details:

	OPTION 1	OPTION 2
PAY TO	STATE BANK OF INDIA, 460, PARK AVENUE, NEW YORK NY 10022 USA BIC: SBINUS33	WACHOVIA BANK N.A., NEW YORK (SWIFT: PNBPU33NNYC) VIA CHIPS ABA: 0509 FED ROUTING: 026005092
FOR CREDIT OF	BIC: SBININBB145 STATE BANK OF INDIA, STEEL PROJECT BRANCH, VISAKHAPATNAM -530031 IFSC CODE: SBIN0006318	A/C NO.2000193008205, STATE BANK OF HYDERABAD, STEEL TOWNSHIP BRANCH, VISAKHAPATNAM – 530032 SWIFT: SBHYINBB013
BENEFICIARY	A/C NO.10756187110 RASHTRIYA ISPAT NIGAM LTD. VISAKHAPATNAM STEEL PLANT VISAKHAPATNAM	A/C NO. 52048996973, RASHTRIYA ISPAT NIGAM LTD. VISAKHAPATNAM STEEL PLANT VISAKHAPATNAM

RINL / VSP reserves the right to reject any or all applications or stop the process at any stage at its sole discretion.

B. Biswas
DGM (Mktg-Exports)
For Rashtriya Ispat Nigam Limited
Visakhapatnam Steel Plant