

**RASHTRIYA ISPAT NIGAM LIMITED
VISAKHAPATNAM STEEL PLANT
(A Government of India Enterprise)**

MATERIALS MANAGEMENT DEPT. (TRANSPORT & SHIPPING WING),
BLOCK-A, 3RD FLOOR, MAIN ADMINISTRATIVE BUILDING
VISAKHAPATNAM STEEL PLANT,
VISAKHAPATNAM - 530 031 (A.P.), INDIA.

Telephone No: +91 891 2518022 Ext. 136 ; Fax No. +91 891 2518753
E-mail: bvenky@vizagsteel.com / msvijay@vizagsteel.com

EMPANELMENT NOTIFICATION

**NOTIFICATION No. RINL/T&S/EMPANELMENT/15-16/7009 Dt. 14.11.2015 &
Rev No.1 Dt. 13.12.2019**

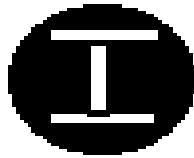
Sealed Applications are invited from Domestic Ship Brokers / Indian Ship Owners/Foreign Ship Owners for offering ships in respect of import of dry bulk cargo like Coking Coal, Pulverized Coal, Boiler Coal, Metallurgical Coke, Limestone, Dolomite, Iron Ore Fines / Lumps, etc. in Handymax, Supramax, Panamax, Cape size Vessels, etc

Applicants who are interested for empanelment with RINL may download the documents free of cost from RINL website www.vizagsteel.com and submit their applications. In case of any difficulty in downloading of the documents, the same shall be sent by post free of cost on written request

Applicants may regularly visit RINL's website www.vizagsteel.com for any Corrigendum / Addendum.

- EXECUTIVE DIRECTOR (MM)

**RASHTRIYA ISPAT NIGAM LIMITED
VISAKHAPATNAM STEEL PLANT**



**ENQUIRY DOCUMENT FOR EMPANELMENT OF
DOMESTIC SHIP BROKERS /
INDIAN SHIP OWNERS/FOREIGN SHIP OWNERS
FOR
OFFERING SHIPS
IN RESPECT OF IMPORT OF DRY BULK CARGO**

EMPANELMENT NOTICE

EMPANELMENT OF DOMESTIC SHIP BROKERS / INDIAN SHIP OWNERS/FOREIGN SHIP OWNERS FOR OFFERING SHIPS IN RESPECT OF IMPORT OF DRY BULK CARGO

Ref No: RINL/T&S/EMPANELMENT/15-16/7009, Dt: 14.11.2015
& Rev No.1 dt 13.12.2019

1.0 INTRODUCTION :

- 1.1** Rashtriya Ispat Nigam Limited (RINL), Visakhapatnam Steel Plant (VSP) is the first shore based Integrated Steel Plant in India and is amongst the leading Steel Producers of the World. RINL / VSP achieved a turnover of approx. Rs. 20,500 Crores during the Financial Year 2018 -19 and is in the process of gradually increasing its Liquid Steel capacity to 16.0 Million Tonnes from the existing capacity of 6.3 Million Tonnes per Annum.
- 1.2** Presently, about 4.0 Million Tonnes of 'Coking Coal' and about 1.0 Million Tonnes of 'Low Silica SMS Grade Limestone' are being imported in Bulk Cargoes and the import volume is expected to grow in the coming years with the Expansion of the Plant.
- 1.3** RINL / VSP charter Ships of varying capacities i.e. Handymax, Supramax, Panamax , Cape size and other Capacity Vessels. At present, around 60 Ships of Handymax, Supramax, Panamax & Cape size Vessels are chartered for carriage of 'Coking Coal' mainly, from Australia and USA ; and around 18 Ships of Handymax / Supramax /Panamax Vessels for 'Low Silica SMS grade Limestone' from United Arab Emirates. The Discharge Ports shall be Gangavaram Port / Visakhapatnam Port of East Coast of India.
- 1.4** With the Expansion of the Plant, the requirement for import of other Raw Materials in bulk like Dolomite, Iron Ore, Boiler Coal, etc may also arise.
- 2.0** The objective of this empanelment process is to create a panel of Domestic Ship Brokers and Indian Ship Owners/ Foreign Ship Owners who may be approached for providing Ships for import of dry Bulk Cargo including Coking Coal, Limestone, etc. as and when required.
- 2.1** **Indian Ship Owners who are the members of Indian National Ship Owners Association (INSA) are empanelled automatically. However, any Indian Ship Owner who is not a member of INSA may apply for empanelment.**
- 3.0** Sealed applications are invited from the experienced, reputed, resourceful and bonafide Sole Proprietors / Partnership firms / Companies capable of undertaking the subject job.

- 4.0** The Applications against this Empanelment Notification along with all enclosures and supportive documents shall be submitted in a sealed cover duly super scribing 'Applications for Empanelment' and shall be addressed to :

General Manager (MM) – T&S, Block – A, 3rd Floor, Materials Management Department, Main Administration Building, Visakhapatnam Steel Plant, Visakhapatnam – 530 031.

- 4.1** The process of empanelment shall normally be taken up by RINL / VSP twice in a year w.e.f January and July. Applications received upto 1st November and up to 1st May shall be considered for empanelment during the respective periods.

- EXECUTIVE DIRECTOR (MM)

EMPANELMENT DOCUMENT

Ref No: RINL/T&S//EMPANELMENT/15-16/7009, dt.14.11.2015
Rev. No. 1 dt 13.12.2019

- 1.0** Rashtriya Ispat Nigam Limited (RINL), Visakhapatnam Steel Plant (VSP) has pleasure in enclosing the “Application form” and Terms and Conditions of empanelment under the scheme for offering ships on charter in respect of import requirements of RINL / VSP from any port(s) in foreign countries to Indian ports.

2.0 ELIGIBILITY : DOMESTIC SHIP BROKERS / INDIAN SHIP OWNERS

- 2.1** The Applicant for empanelment shall be a Domestic Company / Firm having office anywhere in India equipped with modern Telecommunication facilities, Infrastructure and qualified supporting staff as per Clause (11) of Terms & Conditions of Empanelment (**ANNEXURE – I**).
- 2.2** Indian Ship Owners who are members of Indian National Ship Owners Association (INSA) are empanelled automatically. Other Indian Ship Owners have to apply for empanelment directly.
- 2.3** The Applicant seeking empanelment must have experience in activities relating to chartering of vessels of at least one Fixture of carriage of dry bulk cargo in Handymax, Supramax, Panamax , Cape size Vessels, etc during the current financial year or previous financial year. In this respect, necessary documentary evidence must be submitted as per **ANNEXURE - I**.

3.0 ELIGIBILITY: FOREIGN VESSEL OWNERS

- (a) Undertakes to participate directly in RINL e-chartering
- (b) Is a Member of the Baltic and International Maritime Council (BIMCO),
- (c) Rated ‘Three Star ‘or above by Right Ship,
- (d) Profitable company and submits Audited financial report for the current/previous financial year
- (e) Submits Copy of CP/Fixture/BoL of any recent voyage (bulk) with an Indian company

4.0 MODE OF COLLECTION OF APPLICATION FORMAT :

Application Format (**ANNEXURE - II**) can be downloaded free of cost from RINL / VSP’s official website www.vizagsteel.com. No modification / alteration to the application document is allowed. In case any modification / alteration is noticed in the submitted application documents, the said application shall be summarily rejected and RINL shall have no liability, whatsoever, in this matter.

5.0 MODE OF SUBMISSION OF APPLICATION :

The filled-in Application Format (**ANNEXURE – II**) shall be submitted in a sealed envelope along with Terms and Conditions of empanelment as at **ANNEXURE – I** of the Empanelment Document duly signed and stamped by the Authorized Signatory on each

page, with all supporting documents and information super scribing the envelope with **“EMPANELMENT OF DOMESTIC SHIP BROKERS / INDIAN SHIP OWNERS/ FOREIGN SHIP OWNER IN RESPECT OF IMPORT OF DRY BULK CARGO”**. Proper authority in favour of the signatory to the document shall be submitted.

The applications can be sent through Post / Courier service to the address mentioned at Para 4.0 of Empanelment Notice.

5.0 GENERAL :

By submitting an application, the Applicant shall deem to have understood the requirement of the job and shall deem to have satisfied themselves of their capacities to undertake and perform the job to the satisfaction of RINL / VSP.

RINL / VSP reserves the right to accept or reject any or all the applications or cancel the empanelment process at its sole discretion without assigning any reason whatsoever.

All the data / information furnished by the Applicant shall be treated in strict confidence and shall be used only for the purpose of registration on RINL / VSP's panel of Ship Brokers / Owners.

TERMS AND CONDITIONS OF EMPANELMENT

- (1) All terms thereof entered into between the Company and the empanelled parties shall be governed and regulated by the relevant laws / Govt. guidelines for the time being in force in India.
- (2) No guarantee is given as to any definite volume of work which will be offered for participation by the empanelled parties at any time or throughout the period of the empanelment.
- (3) In conducting the business (their representatives) shall if asked for, obtain and communicate such information as may be relevant for chartering and also ensure that no misrepresentation is made and shall be guided by the principles of honesty and fair dealing.
- (4) The empanelled party shall offer a vessel, if they are duly authorized by the Owners and they shall not give any counter offer to Ship Owners unless authorized by RINL / VSP.
- (5) The empanelled party shall be conversant with general shipping practices, customs, procedures, documentation and the general market conditions; have a general idea of the law of contracts and its implications with regard to International Maritime Transport, be familiar with general Charter Party provisions and Bills of lading for various types of seaborne trade and generally keep abreast of developments in shipping and chartering.
- (6) The empanelled party shall correspond directly with their foreign associate in all matters relating to tonnage offers. They shall render necessary post fixture services in an efficient and diligent manner to ensure smooth performance of the contract, always creating an environment of mutual cordiality between Owners and Charterers.
- (7) The empanelled party shall conclude and execute fixtures with RINL / VSP to the entire satisfaction of RINL / VSP. In case the empanelled party is unable to execute the work in a satisfactory manner or in accordance with the terms of the empanelment, RINL / VSP shall have the right to de-register the party as per conditions enumerated at Clause (9) below. The decision of RINL / VSP in this regard shall be final.

(8) **PAYMENT TERMS :**

Payment shall be governed by Charter Party / Contract of Affreightment in respect of concluded fixtures.

(9) **PERIOD OF EMPANELMENT :**

Empanelment shall remain valid for a period 3 (three) years from the ~~Dt~~ date of registration with RINL / VSP. The empanelled Ship Broker / Indian Ship Owner may be de-registered for the following reasons:

- Quoting without Authorization
- Any willful misrepresentation of facts

- Non-performance or unsatisfactory performance of the concluded fixture
- RINL / VSP may cancel the empanelment at its sole discretion without assigning any reason whatsoever.

The de-registration shall be for a period of maximum 6 (six) months. Once de-registered, the party shall have to apply afresh for empanelment. Such re-empanelment will be considered as new empanelment and all rules and conditions applicable will be as in respect of new applicant.

(10) SCOPE OF WORK :

The empanelled parties are to offer suitable vessel as per requirement of RINL / VSP, within the framework of policy of the Govt. of India. The empanelled party may also be required to furnish estimate of Ocean Freight / market information for carriage between any ports in the world and Indian ports as and when asked for by RINL / VSP. The empanelled party / broker shall co-ordinate for fulfillment of the ocean voyage in terms of the Charter Party.

The empanelled party shall actively coordinate with Charterers (RINL / VSP) and Owners for settlement of demurrage / dispatch that might arise after execution of shipment within the time periods stipulated in the Charter Party.

The empanelled party shall regularly update the position of the vessel and other details as required by RINL / VSP.

Fixture and charter party will be entered for all bookings made. The party shall arrange to provide the signed copy of the Charter Party / Fixture Note as per RINL format.

(11) OTHERS :

(a) The Applicant domestic shipbroking firm should have minimum one person with

Graduation with minimum two years experience as a regular employee in a Shipping / Ship Broking Company (or)

Graduate, who had passed the examination conducted by M/s Narottam Morarjee Institute of Shipping, Mumbai or the Institute of Chartered Ship Brokers, London, with minimum one year experience as a regular employee in a Shipping / Ship Broking Company (or)

Master Mariner with minimum six months experience as a regular employee in a Shipping / Ship Broking Company.

(b) The empanelment shall be done subject to the following conditions:

- Letter of Authority of the principals is to be submitted with every bid submitted by the party.
- Enquiry will be sent to the parties in the panel at the discretion of RINL / VSP.
- Enquiry may be referred to TRANSCART also.
- RINL / VSP may conduct credibility survey.

APPLICATION FORM

EMPANELMENT FOR OFFERING SHIPS IN RESPECT OF IMPORT OF DRY BULK CARGO

A. GENERAL

1) Name of the Firm / Company :
(indicate whether Ship Broker / Vessel Agent)

2) Address of the Head Office :

.....

.....

Telephone No E-mail Fax No.

Website (if available)

3) Address of the Registered Office :

.....

.....

Telephone No E-mail Fax No.....

Website (if available)

4) Particulars of the Proprietors / Partners / Directors / Company Secretary of the Company
on the date of application with Name & Address :

.....

.....

5) Name & Designation of Contact Person :

.....

Telephone No.(Office)..... (Residence)

6) Constitution of Firm :

.....

(Public Ltd. Co / Private Ltd.Co / Partnership / Proprietorship)

7) The following documents shall be submitted :

- a) In case of Limited companies, copies of:
 - i) Memorandum and Articles of Association which should enable the Company to undertake Ship Broking as one of the activities and should not include owning / operating of the Ships
 - ii) Certificate of Incorporation
- b) In case of Partnership, copy of Partnership Deed
- c) In case of Proprietorship, Copy of Self declaration with Income tax assessee number, Profession Tax Registration.

B. FINANCIAL POSITION

The following documents shall be submitted. Copies of

- Latest Audited Annual Accounts / Balance Sheet (as applicable).
- Permanent Account Number (PAN) for Domestic Companies.
- Certificate of Incorporation and Tax Registration details for Foreign Shipping Companies.
- Name and Address of Banker and Account No. (Not mandatory at the stage of application)

C. TECHNICAL EXPERIENCE

For Ship Broker: Work experience certificates during the last Financial Year and / or current Financial Year issued by Principals, Shipping Lines or TRANSCART or any proof of carriage / fixture in the area of shipment of dry bulk cargo by Handymax, Supramax, Panamax , Cape size Vessels, etc indicating Name of the Company / Firm / Proprietor.

D. REFERENCES

For Ship Broker: Furnish Authorization letter (in original) from minimum one principal (Foreign Ship Owner) on their letter head confirming that they shall offer vessel / tonnage through the Applicant.

E. Brief resume giving activities of the Applicant.

F. Any other information considered relevant and useful.

I / We declare that should any information furnished here be discovered as incorrect or incomplete at a future date, RINL / VSP shall have the right to summarily cancel the empanelment without assigning any reason whatsoever for the same and I / We fully indemnify RINL / VSP from any consequential financial / legal liability arising out of our misinformation / concealment.

Date :

Place :

Signature :

Name & Designation :

Seal of the Company :

NOTE :

- 1. The application form and the supportive documents enclosed thereto shall be signed by Proprietor / Partner / Director / Company Secretary / Authorized Signatory.***
- 2. Empanelment of any party shall be done entirely at the discretion of RINL /VSP and RINL / VSP reserves the right to reject any application without assigning any reason.***
- 3. Empanelment will not ensure award of any work.***

CONTACT US AT :

Transport & Shipping Wing,
Materials Management Department
Block – A, 3rd Floor,
Main Administrative Building,
Visakhapatnam Steel Plant,
Visakhapatnam -530 031, India.

Mobile Nos. +91 9866533349 / +91 9701348533

Ph. No. 0891 2518022 Ext. 136

Fax No.: +91 891 2518753

E-mail : bvenky@vizagsteel.com/ msvijay@vizagsteel.com