

Rashtriya Ispat Nigam Limited
Visakhapatnam Steel Plant
Visakhapatnam
Corporate Communications Department
Media Release

Dated : 12-Oct-2018

RINL organizes Andhra Region Customer Meet

RINL-Visakhapatnam Steel Plant organized a Customer Meet of Andhra Region in Ukkunagaram on 12th October"18.



PhotoCaption:

Addressing the customers, Sri PK Rath, CMD, RINL observed that steel market is showing signs of improvement and steel demand is growing and he said that the customers have to play a vital role in strengthen the market by introducing Special/Value Added steel products of RINL in Andhra region. He said that RINL is all set to achieve a target of 6 million tons of Liquid Steel during the current financial year. He said that RINL has made an impressive growth of 49% in sales turn over by crossing Rs 10,000 crore mark during the first half of the current year, highest since inception. In fact, RINL is framing its marketing policies based on the requirements of its customers, who are always treated as its partners in the growth of the plant, Sri Rath observed. Sri P Raychaudhury, Director (Commercial) RINL stated that Andhra region is growing with good consumption of wire rods, Rebars etc, and appealed the customers to come forward to develop its market for the Special Steels produced by RINL in the region. A modern Stockyard is operational in the plant and a new retail stockyard is coming up in Pedagantyada for the smooth delivery of VSP products, he said. Later, the dignitaries interacted with the customers on a variety of issues on quality, dispatches new products and logistics etc. Sri OR Ramani, ED(Works) I/c, Sri R Nagarajan, ED (Services), General Managers, Senior officials of RINL were present in the discussions. Earlier, Sri SK Chakrabarti, GM (Marketing) I/c welcomed the gathering. A large number of customers from the Andhra Region participated in the meeting.



PhotoCaption:



PhotoCaption:

Corporate Communications Dept.
RINL - VSP.