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No.: MMTC/BBSR/STEEL/EOI/LAMCOKE/2015-16/01

DT: 06.05.2015

**NOTICE INVITING EXPRESSION OF INTEREST (EOI) FOR CONVERSION OF
COKING COAL TO LAM COKE AND IRON ORE FINES TO SINTER
AT NEELACHAL ISPAT NIGAM LIMITED**

MMTC Limited (MMTC), a Govt. of India Enterprise, having its Corporate Office at Core-1, Scope Complex, Lodhi Road, New Delhi-110 003 and a Regional Office at Alok Bharti Complex, Shaid Nagar, Bhubaneswar-7, Odisha invites “**Expression of Interest’ (EOI)** from reputed Firms/Organisations/Agencies(**Customers**) for conversion of **I. COKING COAL TO LAM COKE & II. IRON ORE FINES TO SINTER** at **Neelachal Ispat Nigam Limited (NINL)**, an integrated Iron & Steel plant promoted by MMTC Ltd in joint venture with Govt. of Odisha at Kalinga Nagar, Duburi, Dist-Jajpur, Odisha, as per details and terms & conditions given hereunder:

1. CONVERSION OF COKING COAL TO COKE :

Quantity: 15,000 MT (+/- 10%) LAM Coke per month However, agencies willing for smaller quantities may also submit EXPRESSION OF INTEREST.

Customers will supply Australian Hard Coking Coal and Australian Soft Coking Coal and MMTC/NINL will supply BF Coke upon conversion of the coal to coke as per terms & Conditions to be mutually agreed upon among the parties.

2. CONVERSION OF IRON ORE FINES TO SINTER :

Quantity: 20000- 25,000 MT Sinter per month However, agencies willing for smaller quantities may also submit EXPRESSION OF INTEREST.

Customers will supply Iron Fines with specific compositions and MMTC/NINL will supply Sinter upon conversion of the iron ore fines to sinter as per terms & conditions to be mutually agreed upon among the parties.

In case of any variation in the agreed parameters of iron ore fines, to maintain the quality of sinter the consumption of iron Ore Fines will be calculated appropriately.

3. **ELIGIBILITY CRITERIA:**

For **CONVERSION OF COKING COAL TO COKE ARRANGEMENT**, the **Customers** should be regular /potential buyers with capacity to procure Hard Coking Coal and Australian Soft Coking Coal either directly or through another agency. Similarly, for **CONVERSION OF IRON ORE FINES TO SINTER ARRANGEMENT**, the **Customers** should be regular /potential consumers/buyers of **IRON ORE FINES** with large capacity.

The conversion of materials will be undertaken as per TRIPARTITE **AGREEMENT** to be signed by MMTC, NINL and the successful/selected interested **Customers**.

4. **INDICATIVE GENERAL TERMS & CONDITIONS FOR CONVERSIONS:**

PAYMENT TERMS/COST OF CONVERSION:

Customers to pay conversion charges to NINL at a rate per MT on loaded into rake basis to be mutually agreed upon by the parties. Statutory levies, duties and taxes, if any, will be paid extra at actual by the Customers.

Payment of conversion charges shall be made by the **Customers**, preferably, in the following manner:

- (a) 90% payment shall be made within 7 days of dispatch of rake from NINL.
- (b) Balance 10% of payment shall be made on monthly basis.

WEIGHT/WEIGHMENT :

MATERIALS to be sampled and analysed at NINL's laboratory before dispatch conforming to agreed norms and the results thereof shall form the basis of payment of conversion charges.

Weight of incoming coking coal /Iron Ore Fines (**MATERIALS**) will be as per actual weighment at NINL weighbridge as may be recorded in the weighment e-printouts. In case of NINL weighbridge not being available, RR weight will be taken as final.

Outgoing **MATERIALS** will be dispatched as per actual weighment at NINL weighbridge as recorded in the e-printouts. In case NINL weighbridge is not available, RR weight will be taken as final.

QUALITY :

Quality of **MATERIALS** shall be determined as per sampling and chemical analysis of NINL's laboratory. Any dispute/discrepancy on account of quality of **MATERIALS** shall be mutually discussed and resolved.

PROCESSED RESIDUALS :

Process residuals arising in conversion/production/handling of **MATERIALS** shall be retained by NINL and conversion charges shall be net of such residuals.

RAIL FREIGHT :

For dispatch of **MATERIALS**, Customers will pay Rail freight in advance to NINL. Railway freight shall be charged at actuals as charged by the railways.

DURATION OF AGREEMENT:

The agreement to be established for conversion arrangement shall be initially for a period of one year OR as may be agreed upon by the parties. The same may be extended further with mutual agreement of the parties.

DETAILED TERMS & CONDITIONS:

The conversion arrangements/agreements and need based Techno-Commercial parameters shall be discussed, clarified and finalized during the process of establishment of the agreements.

SUBMISSION OF EOI AND PLACE:

Interested Customers may submit their "Expression of Interest" EITHER FOR ONE OR BOTH THE AGREEMENTS, preferably in the annexed FORMAT to:

**Addl. General Manager
MMTC LIMITED
Alok Bharti Complex, 7th. Floor,
Sahid Nagar, Bhubaneswar
Odisha-751007.**

"Expression of Interest" may be delivered personally or be sent by Courier/Registered Post/ Speed Post.

The last date of submission of the Expression of Interest is by 1700 hrs on 15th May, 2015.

MMTC reserves the right to consider execution of conversion agreements with one or more than one agency and for any such quantity as it may deem proper keeping in view the production capacity and other relevant factors.

Mere submission of Expression of Interest (EOI) will not confer any right for award of contract/agreement. **MMTC** reserves the right to reject any or all the applications or stop the process of entering into agreement at any stage at its sole discretion.

**(R N Marandi)
Additional General Manager (Steel)**

(SEPARATE SHEETS TO BE USED FOR EACH CONVERSION AGREEMENT)

EOI FOR CONVERSION OF		COKING COAL TO COKE	
1	Name of the Customer		
2	Address		
3	Contact Person		
4	Telephone No		
5	Mobile No		
6	Fax No		
7	E-mail		
8	Type of Firm/ Unit		
9	Brief details on the activity of the firm/profile: (attach separate sheets if required)		
10	BF Coke Quantity intended for conversion per month	_____ MT BF Coke	
11	Quantity of MATERIALS (Coking Coal procured/consumed during last three years	2011-12-13	_____ MT Coking Coal
		2013-14	_____ MT Coking Coal
		2014-15	_____ MT Coking Coal
11	Agreement period preferred	_____ Years	
12	Any other information		
<p>I/We accept the terms & conditions of conversion agreement mentioned in the EOI Invitation Notice dt 6.5.2015 and express our interest to enter into agreement with MMTC/NINL for conversion of materials as indicated above .</p> <p>Date _____ Name : _____ Place: _____ Signature : _____ Designation : _____ Seal : _____</p>			

(SEPARATE SHEETS TO BE USED FOR EACH CONVERSION AGREEMENT)

EOI FOR CONVERSION OF		IRON ORE FINES TO SINTER	
1	Name of the Customer		
2	Address		
3	Contact Person		
4	Telephone No		
5	Mobile No		
6	Fax No		
7	E-mail		
8	Type of Firm/ Unit		
9	Brief details on the activity of the firm/profile: (attach separate sheets if required)		
10	SINTER Quantity intended for conversion per month	_____ MT Sinter	
11	Quantity of MATERIALS (Iron ore Fines procured/consumed during last three years	20112-13	_____ MT Iron Ore Fines
		2013-14	_____ MT Iron Ore Fines
		2014-15	_____ MT Iron Ore Fines
11	Agreement period preferred	_____ Years	
12	Any other information		
<p>I/We accept the terms & conditions of conversion agreement mentioned in the EOI Invitation Notice dt 6.5.2015 and express our interest to enter into agreement with MMTC/NINL for conversion of materials as indicated above .</p> <p>Date _____ Name :</p> <p>Place: _____ Signature :</p> <p>_____ Designation :</p> <p>_____ Seal :</p>			