

**SAIL/Bhilai Steel Plant**  
**(A Govt. of India Enterprise)**  
**Ispat Bhawan,**  
**Bhilai**  
**Pin: 490001**



EOI Document for Identification of  
Conversion Agent for Conversion of  
Defective/Rejected Rails into High Carbon  
Wire Rods

EOI No: SAIL/ BSP/Mktg./ EOI/ 2017-18/ 01

Dated: 20/09/2017

## EOI Document for Identification of Conversion Agent for Conversion of Defective/Rejected Rails into High Carbon Wire Rods

### 1. **The Company :**

Steel Authority of India Limited, a Maharatna Public Sector Undertaking (PSU) of Government of India (GOI), is a leading steel making company in India. At present SAIL has five integrated steel plants, one each located at Bhilai, Bokaro, Rourkela, Durgapur and Burnpur and three Special Steel Plants, one each at Salem, Durgapur and Bhadravati, and is a holding company for one operating subsidiary in related business. Bhilai Steel Plant is located strategically in the mineral rich state of India i.e. Chhattisgarh.

### 2. **Products :**

BSP produces a wide range of Plates, world's cleanest Rails, Heavy Structural, Merchant Products (TMT Bars, Angles, Channels, and Rounds) and Wire rods (TMT, Plain, and Ribbed). BSP products have found applications in a number of prestigious infrastructure projects and defence projects of the country in the areas of rail lines, bridges, dams, air / sea ports, refineries, pipelines, etc. BSP uses Blast Furnace technology for Iron making. In addition to producing ingot steel through conventional Open Hearth route of steel making, BSP produces continuously cast steel slabs and blooms through Slab and Bloom Casters. The CONCAST route of steel making is also equipped with secondary refining units like Vacuum Arc Degassing (VAD) and RH Degasser to produce clean steel. These cast products are rolled into long and flat products through Rolling Mills which include a Blooming and Billet Mill, Wire Rod Mill, Merchant Mill, Rail and Structural Mill and Plate Mill.

### 3. **Proposed Operation :**

SAIL/Bhilai Steel Plant invites Expression of Interest (EOI) from Wire Rod Manufacturing Units having proper infrastructure, technical and financial capabilities for conversion of Defective/Rejected Rails into customized TDC (Technical Delivery Condition) and sizes of High Carbon Wire Rods /Rounds/Profiles. SAIL/BSP proposes to supply Defective/Rejected Rails to the identified firm against suitable financial arrangements and the firm will convert it into desired quality and sizes of High Carbon Wire Rods/ Rounds/ Profiles and despatch as per orders to customers of SAIL. The conversion charges will be paid by SAIL.

The interested parties must fulfill the following criteria:

- a. The conversion unit must be situated in the state having proximity of Bhilai i.e. in and around Chhattisgarh.
- b. Cutting, Transportation and handling of Defective/Rejected Rails from BSP premise to Conversion agent's unit shall be the responsibility of Conversion agent and included in the conversion cost.
- c. Shall be capable of producing High Carbon Wire Rods in profile 5.5. mm to 16 mm, High Carbon Rounds in profile 16 to 60 mm.
- d. Material to be produced as per the required TDC of SAIL/BSP. Any deviation from TDC shall be the liability of the conversion agent.
- e. Should have production capability of around 9-10 thousand tonnes the above stated products in a month.
- f. Must have the suitable furnace, AMLC and CCM.
- g. Should produce Wire Rod coils of min 1100 Kg.
- h. No similar tie up with any other party.

While submitting the EOI vendor should indicate the approximate requirement of Def./Rej. Rails per month and the Conversion charges per tonne.

Based on the applications received in the Expression of Interest (EOI) and further discussions with parties, the process of identification will be initiated through tender route.

**4. Objective of EOI :**

- a) To identify parties/bidders having suitable infrastructure, technical and financial capabilities to carry out the job of converting Defective/Rejected Rails into High Carbon Wire Rod/Round.
- b) To identify parties/bidders who are having requisite experience in the field of producing High Carbon Wire Rod/Round.
- c) To identify parties/bidders whose production units are in proximity of Bhilai i.e. in and around Chhattisgarh.

- d) To get inputs so as to frame technical and financial criteria for ascertaining Techno-Economics and also for going into tender for finalization of the party.
- e) To understand the standard practice of business for this value-added activity.

**5. Information to be furnished by the parties for EOI :**

- i) Name and address of office and factory.
- ii) Name of the contact person with designation, e-mail id and contact number.
- iii) Year of installation of the unit and commencement of production and production quantities during last 3 years.
- iv) Production facilities available including the make of the machines and Limitations of the mills, if any.
- v) Total production capacity available with the unit.
- vi) Financial standing – Annual Accounts certified by Chartered Accountant for preceding three years.
- vii) Infrastructure facilities like weigh bridge, cranes, etc.
- viii) Quality assurance plans including third party inspection facility.
- ix) Any other information that the bidder would like to submit in favour of his unit.

**6. Submission of EOI :**

Interested parties may submit the above details by 4.30 pm on 23-10-2017 to the following office at the address given below :

Mr. J Rath, DGM(Marketing), Room No. 507, Ispat Bhawan, Bhilai Steel Plant, Bhilai, Chhattisgarh, Pin : 490001, Phone No. 0788-2852180 and Mobile No. : 9407980678.

**7. Disclaimer :**

Expression of Interest against this notification does not bond the applicant to enter into any kind of agreement with SAIL/BSP and vice versa. The issue of this document does not in any way oblige SAIL/BSP to proceed with consider or act upon any of the proposals received.

Interested parties (before submission of EOI) should visit the site/storage locations of Defective/Rejected Rails in Bhilai Steel Plant and acquaint themselves with the working / safety conditions and availability of Defective/Rejected Rails in Bhilai Steel Plant.

Date: 20-09-2017

For SAIL/Bhilai Steel Plant

GM(Marketing & CS)