

APPOINTMENT OF SAIL DEALERS

IMPORTANT

1. THE LAST DATE FOR SUBMISSION OF COMPLETED FORMS.

**Extended till -
10.01.10**

APPLICATION FORMS ENCLOSED AS ANNEXURE – A WILL BE SOLD BY THE CONCERNED BRANCH SALES OFFICE AND WILL BE PRICED AT RS.500/- PER FORM FOR GENERAL CATEGORY OF APPLICANTS. APPLICATION FORMS TO SC/ST & OBC APPLICANTS WILL BE SOLD AT A COST OF RS.100/- PER FORM. THE APPLICATION FORM CAN ALSO BE DOWNLOADED FROM THE WEBSITE www.sail.co.in, IN WHICH CASE THE COST OF THE APPLICATION FORM SHALL BE PAID THROUGH DEMAND DRAFT AT THE TIME OF SUBMISSION OF THE APPLICATION.

THE APPLICATION FORM ALONG WITH ITS ANNEXURES CONTAINING, 'INSTRUCTIONS TO APPLICANTS' AND 'TERMS & CONDITIONS' IN THE FORM OF DRAFT AGREEMENT, AFTER DULY SIGNING EACH PAGE, WOULD CONSTITUTE THE TOTAL SET TO BE SUBMITTED BY THE APPLICANTS.

SAIL DEALERSHIP SCHEME

POLICY

1. OBJECTIVE:

- a) To establish a wide distribution network for branded products of SAIL and to increase its reach.
- b) To promote and popularise SAIL products.
- c) To improve market share and NSR in the long run.

2. PRODUCTS COVERED UNDER THIS SCHEME:

- a) TMT bars & Light Structural (i.e. Flats, Light Structural and converted products of Light Structural - section/sizes within SAIL product range and /or outside it).
- b) GP Sheets & GC sheets
- c) Converted Products (Embossed with SAIL brand name) may also be supplied to SAIL Dealers. In addition, SAIL may also consider to supply a small quantity of **MS Wire Rods 5.5mm to 8mm/** HR/CR sheets (up to 20 tons max per month) within the overall agreed quantities.
- d) To allow delivery of GP/GC Sheets and TMT bars to SAIL Dealers on Sectional weight basis i.e. per piece basis.
- d) Upto 100 tonnes of Light Structural (i.e. Flats, Light Structural and converted products of Light Structural - section/sizes within SAIL product range and or outside it) can be given additionally per month ,as a main item alongwith TMTbars, GP Sheets & GC sheets, as monthly committed quantity to dealers(including existing dealers).

Note: In exceptional cases, SAIL may consider supply of GP sheets in coil form against specific request from the dealers. Whereas TMT in 8mm to 12mm sizes shall be supplied in

straight length, wherever Dealers are willing, these sizes of TMT can be supplied in coil form also.

3A. PRICE AND COMMERCIAL BENEFITS:

- a) SAIL materials will be delivered to the premises of the SAIL Dealer under the SAIL Dealership scheme at the monthly notified prices against payment in advance. SAIL Dealer may also be extended secured Interest Free Credit for 15 days on 120% of their original / enhanced Monthly and Annual commitments.

For extending secured credit beyond 15 days, the same shall be on interest bearing basis as permissible under Credit Policy. Consequently, dealer would be entitled to equivalent cash discount in lieu of 15 days Interest Free Credit component when sale to dealer are on cash and carry basis.

SAIL Dealers primarily marketing SAIL branded products may also be extended secured Interest Free Credit for additional 15 days on 120% of their original / enhanced Monthly and Annual commitments.

- b) SAIL shall fix a Maximum Recommended Retail Price (MRRP) exclusive of levies, duties, VAT/Sales Tax, octroi, which are to be added extra as applicable for the products to be sold by the SAIL Dealer.
- c) SAIL Dealers shall display the MRRP prominently at their premises. SAIL Dealers shall also be obliged to charge to their customers at prices within Maximum Recommended Retail Price.

d) Consistency (cash) incentive:

An incentive of Rs.100/Tonne on the quantity lifted shall be payable subject to the dealer successfully completing their monthly off-take. Successful completion of off-take would be considered subject to the shortfall in the quantity lifted being a maximum of (-) 2% of their monthly commitment. In the case, where the materials being delivered are in packets or coils (in as received condition from the SAIL plants), the incentive of Rs. 100/- per tonne shall be payable subject to the dealer successfully completing their monthly off-take within the maximum range of (-) 2% and (+) Two(2) tonnes of their monthly commitment .

In the event of a failure to complete their commitment during a month, such quantities can be made up over a calendar quarter. In the event that there is a shortfall in meeting the cumulative monthly commitment over a quarter, the above cash incentive will still be payable subject to the shortfall in off-take being maximum of (-)2% of their quarterly commitment and, in the case of packets or coils, the off-take being within the maximum range of (-) 2% and (+) Two(2) tonnes of their quarterly commitment.

In addition, subject to the dealer fulfilling their annual commitment (sum total of their monthly commitment) an additional incentive of Rs.50/Tonne will be payable on the quantity lifted during the financial year subject to the shortfall in off-take being maximum of (-)2% of their annual commitment and, in the case of packets or coils, the off-take being within the maximum range of (-) 2% and (+) Two(2) tonnes of their annual commitment.

During the financial year, since some dealers would be appointed during the course of the year, the fulfillment of the annual commitment shall be reckoned prorated to the months that their dealership has been in force.

The scheme is effective from 01.07.2007 or from the date of appointment of the Dealer for such Dealers who may have been appointed at a later date. For such Dealers, prorated calculations would be given effect to.

Dealers can lift up to 120% of their original / enhanced committed quantity on a monthly/quarterly/annual basis.

Dealership Incentives will be payable on successful completion of their original / enhanced Monthly and Annual commitments limited up to 120% of their original / enhanced committed quantity for each individual main product, irrespective of total commitment

The extant guidelines for making up failure to complete lifting of commitment during a month over the calendar quarter shall remain unchanged

Yearly incentive will be paid on actual quantity lifted subject to successful completion of yearly committed quantity but limited to 120% of their original /enhanced committed quantity for each individual main product, irrespective of total commitment

e) No other Commission is payable under this scheme.

3B. ANNUAL AWARD FOR DEALERS:

A dealer shall be evaluated for these award based on the criteria on fulfillment of annual commitment, improving brand image, consistent availability of product, adding new customers etc.

Top 15 dealers based on above evaluation in each Region shall be awarded at various levels as explained below.

The top 5 awardees (i.e. 1st to 5th) in each Region shall be eligible for a trip (2 persons, all expenses paid) to a tourist destination

within the country e.g. Goa, Kerala, J&K, etc for a maximum of 5 nights/6days. Thus, in all 20 dealers (40 nos.) shall be eligible for this award on an All India basis.

The next 5 best dealers (i.e.6th to 10th) in each Region shall each be awarded with a Odessa Brand of Salem Steel Dinner set (for 6 persons).

The next 5 best dealers (i.e.11th to 15th) in each Region shall each be awarded with a Odessa Brand of Salem Steel Dinner set (for 4 persons)

The awards mentioned above shall be distributed in the Annual Dealers' Conference where awardees will be invited & felicitated. All expenses of traveling, Board & lodging would be paid to such Dealers.

The calculation for the awards shall be on annual basis or from the date of appointment of the Dealer for such Dealers who may have been appointed at a later date in order to maintain parity.

4. FINANCIAL ARRANGEMENTS TO BE MADE BY THE SAIL DEALER:

- a) The SAIL Dealers under General category shall furnish Security Deposit @Rs.500/MT of agreed monthly off-take or restricted to Rs. 1 lakh, whichever is lower through DD/PO, payable at Branch locations, within 15 days of the date of letter of Intent for appointment issued to the dealer.
- b) Security Deposit need not be paid by the SAIL Dealers under SC/ST and OBC categories or for Partnership Firm/Companies where majority of Partners/Directors belong to SC/ST/OBC categories.

- c) No interest shall be payable on the security deposit. On request of SAIL Dealers, SAIL may consider further extension of time for payment of security deposit by 15 days at a time.

5. AGREED OFF-TAKE:

- a) The monthly off-take for SAIL Dealer will be generally restricted to 100 MT cumulative of TMT & GP/GC at any location. In addition to this, off take of Light Structurals would be restricted upto 100 tonnes per month.
- b) There shall be an agreed quantity to be lifted in a month for each product the SAIL Dealer may like to lift and the same shall be indicated in the LOI/ agreement drawn under the Scheme. The agreed quantity may vary for different locations/products.
- c) In case the SAIL Dealer fails to lift three times the monthly agreed quantity during a quarter, they shall make up the shortfall within the next calendar quarter. However, in case the failure in either quarter is due to SAIL's inability to supply the material, SAIL may consider waiver of such shortfalls.
- d) SAIL may consider interchanging in quantities between different categories and/ or reduction of the minimum agreed off-take upto 100 tons for TMT bars/coils, GP Sheets/coils & GC Sheets and upto 100 tons of Light Structurals, subject to availability of materials. This shall be considered once in a year by the 1st week of May, for requests received upto 30th April.

However, for the year 2009-10, such requests can be received upto 15/07/2009.

- e) SAIL may also consider enhancement of monthly agreed off-take beyond 100 tons per month upto 200 tons of TMT

bars/coils, GP Sheets/coils & GC Sheets and upto 100 tons of Light Structurals shall be considered after six months of operation at a particular level, any time during the year, subject to availability of materials.

- f) **The monthly commitments for SAIL Dealers primarily marketing SAIL branded products may be enhanced up to double the existing limits.**

6. TENURE:

The SAIL Dealer shall initially be appointed for a period of five years, with provision to review after two years. The contract will be extendable by one year at a time.

The extension after completion of contract period will be subject to satisfactory performance. Similarly on review, if performance is not found satisfactory, it may lead to termination.

7. TERMINATION CLAUSE:

a) Repeated failures (more than two quarters) in lifting the agreed quantity by the SAIL Dealer, for reasons not attributable to SAIL, shall render him liable for termination of his Dealership.

b) SAIL can also terminate the arrangement at any time, by serving written/show-cause notice of 15 days on the SAIL Dealer after taking into account the following:

- i) Evaluated performance.
- ii) Adverse customer feedback.
- iii) Repeated complaints regarding sales of material outside his assigned jurisdiction.
- iv) Non compliance of MRRP

v) Unsatisfactory performance in any other respect and acts detrimental to the interest of SAIL.

8. QUALITY COMPLAINTS:

a) It shall be the Dealer's responsibility to provide all the post sales service with regard to his customers including settlement of the quality complaints.

b) SAIL will attend to the quality complaints only at Dealers premises. However, in exceptional circumstances, SAIL, at its discretion, may also attend to quality complaints at the premises of Dealer's customers.

c) All quality complaints will be settled as per the quality complaint procedure of SAIL in vogue.

9. TERRITORIAL JURISDICTION:

The Dealer is to cater to the small/tiny demands of user/consumers within the territorial jurisdiction assigned to the dealer by the Branch under whose jurisdiction the dealer operates. SAIL shall also have the right to appoint one or more Dealer in a district. SAIL shall, however, retain the right to sell directly within such jurisdiction.

10. MODALITIES OF PURCHASE:

The dealers may purchase materials from the nominated SAIL Branch. Delivery shall be from stockyard/consignment agency yard/premises of conversion agent/ premises of de-coiling agent/premises of service centers. The material shall be delivered to the premises/destination of SAIL dealers which shall include

unloading activities and such delivery and unloading activities shall be free of cost to the dealer.

The SAIL dealer will affix board(s) indicating the maximum recommended retail price (MRRP) as applicable from time to time and as indicated by SAIL.

In case of a new appointment at a new destination, if transportation contract is not available, rebate of Rs. 200/- per tonne towards freight subsidy is approved for a period of maximum 30 days from signing of contract.

Free of cost transportation and unloading at Dealers premises/ destination shall be restricted upto 120% of their original/ enhanced monthly/ quarterly/ annual committed quantity.

11. MAINTENANCE OF STOCKS:

The Dealer shall endeavor to maintain stocks of the relevant products so that SAIL material is available to small/tiny user/consumers on "Off-the-Shelf" basis. Therefore, he may schedule his purchases and place indents on SAIL as per SAIL's order booking and planning system in vogue to normally avoid any stock-out situation.

12. SALES PROMOTION:

The Dealer may also undertake Sales promotion of SAIL products, which are being sold through him, subject to his promotional materials being cleared in advance by SAIL. All the Dealers will be required to display boards of uniform style/ colour as provided by SAIL. However, the maintenance and running expenditure in this regard will be borne by the Dealer. The SAIL Dealer may also use the caption "Dealer of SAIL" in his letterhead and advertisement material.

Promotional Incentive :

Dealers who take up promotional steps like Hoardings, Wall-paintings, Newspaper /Cable TV Advertisement directly shall be entitled for a reimbursement of a promotional incentive restricted to a maximum of Rs.100/- per ton of actual lifting in the financial year. Re-imburement may be effected on a quarterly basis based on dealers self certification. It would be required for the display to depict SAIL logo (except for Cable TV ads) and that the advertiser is an authorized dealer of SAIL for the displayed products. In order to aggressively promote SAIL Brand image, the maximum rates at which the Promotional Activities shall be reimbursed within the maximum annual limits will be as under:

- Each Hoarding – Up to Rs.25, 000/- per month (including cost of Printed Flex)**
- Each Wall Painting – Up to Rs.2000/- per annum**
- Each Newspaper/ Magazine Advertisement- Up to Rs.15000/-per insertion**
- Cable TV Advertisement- Up to Rs.3000/- per month**
- Bus Panel- Up to Rs.3000/- per month**
- Others - Up to Rs.8000/- per month.**

Promotional incentives accrued for the quantity lifted during the particular calendar quarter is to be utilized for taking up promotional activities in the next quarter. In case the same is not utilized due to any reason the same will be treated as lapsed.

For any other promotional initiative other than hoardings, wall paintings, Newspaper/Cable TV Advertisement not falling under the above classification, like gift items (Key Rings, Caps etc.)

taken by the dealer, the same may be considered under “**Others**” Category.

The eligibility for promotional incentive shall be from the date of appointment

13. SYSTEM OF FEED-BACK:

a) The Dealer shall be required to submit a monthly report on the performance to the concerned Branch as per the format given below: -

(Qty.in M/T)

Sl No	Plant	Category	Sales		Stocks at the month end
			For the month	Cumulative	

b) In addition to (a) above, the Dealer will be required to furnish the list of customer(s) dealt with and quantity supplied to them, on a monthly basis to the concerned Branch.

14. MODALITIES FOR OPERATION OF THE DEALERSHIP:

a) There will be no restriction on the Dealer about the number of products that he may like to deal in, within the list of products covered by the scheme.

b) Depending upon the extent of responses, SAIL may decide about appointing a dealer to deal with one and/or more products.

15. APPLICATION FORM:

- a) Application forms enclosed as Annexure – A will be sold by the concerned Branch Sales Office and will be priced at Rs.500/- per form for general category of applicants. Application forms to SC/ST & OBC applicants will be sold at a cost of Rs.100/- per form. The application form can also be downloaded from the website www.sail.co.in, in which case the cost of the application form shall be paid through Demand Draft at the time of submission of the application.
- b) The Application Form along with its Annexures containing, 'Instructions to Applicants' and 'Terms & Conditions' in the form of draft agreement, after duly signing each page, would constitute the total set to be submitted by the applicants.

16. GENERAL:

- a) The Dealer appointed by SAIL will not deal with institutional customer/Industrial units/ Govt. Deptts. / PSUs and Projects and not participate in any kind of tenders on behalf of SAIL without the prior approval of the concerned Branch of SAIL.
- b) The Dealer will be required to serve such requirements as would be communicated to him by SAIL.
- c) SAIL representative may inspect availability of materials at the premises of the Dealer from time to time.
- d) Applicants belonging in Scheduled Caste/Scheduled Tribe and OBC category will be accorded preference in appointment as a SAIL Dealer subject to their fulfilling the conditions and eligibility criteria and subject to their furnishing documentary evidence of belonging to SC/ST/OBC.
- e) On appointment, an agreement containing the various Terms and conditions will be signed between the SAIL Dealer and SAIL.

- f) While evaluating applicants for appointment of SAIL Dealer, suitable weightage may be given by SAIL to such applicants who intend to deal exclusively with SAIL products.

- g) As a minimum qualifying criteria, the applicant should possess an office/retail outlet besides a storage space of suitable capacity.

Enclosures:

Application Form – Annexure A.

Instruction to the Applicant – Annexure B.

Draft Agreement.

ANNEXURE - A

STEEL AUTHORITY OF INDIA LIMITED
BRANCH SALES OFFICE_____

Sl.No: _____

Application Form for SAIL Dealership.

BASIC DATA:

1. Name of the Applicant/Firm:

2. Status of the Applicant: Individual/Firm:

3. Whether belong to Scheduled Caste/
Scheduled Tribe/ OBC (In case of an individual): YES/NO
Note: Please furnish documentary evidence if belong to
SC/ST/OBC

4. Type of Organisation (in case of Firm)
(Proprietary/Partnership/Private
Ltd. Co. /Public Ltd. Co. /Co-operative):

5. Address:

6. Contact details

a) Telephone No. :

b) FAX No. :

7. Contact Person:

a) Name:

b) Designation:

c) Details of Partners/ Name and Address

Directors

1.

2.

3.

4.

5.

(Please enclose copy of Partnership Deed/ Memorandum and Articles of Association and company registration details with latest Balance Sheet and P&L Statement)

8. Sales Tax Details (if any)

a. CST No. & Date:

State ST No./ VAT Regn. No. & Date:

9. Financial Data:

a Nature of business (Manufacturing/Trading/others –please specify)

b. Type of products handled (if in trading)

c. Annual Turn-over (In Lacs of Rs.):

	2006-07	2007-08	2008-09
Total sales turn-over			
Turnover for steel products, (if any)			

d. Total equity capital or investment in Business (if any):
(Rs./Lacs)

e. Banker's name, address, Tel nos, Email address:
(Banker's reference is to be enclosed)

f. Present outstanding, if any, with SAIL (Rs. lacs)

10. Infrastructure & Service Facilities:

a. Office/Sales counter:

i) Own/Rented

ii) Area in Sft.

iii) Address

b. Warehouse: Covered Area Open Area
(Storage capacity in each case)

- i) Own/Rented
- ii) Area (in Sft.)
- iii) Address
- iv) Storage capacity (MT)
- c. Details of other branches (if any) (Location & Address)
- d. No.of people employed:
 - i) Sales/Office staff
 - ii) Labour

11. Market Data:

Areas/Towns covered in existing business:

Application data:

- a. Proposed Offtake per Month of SAIL Product (In MT)
 - i) GP Sheet _____.
 - ii) GC Sheet _____.
 - iii) TMT bars _____.
 - iv) Light Structural_____.
- b Any other information you wish to provide.

I/We have gone through the terms and conditions contained in (i) Instructions to Applicants (ANNEXURE-I) and (ii) Draft Agreement for appointment of SAIL's Dealers (Annexure-II) and accord my/our acceptance of the same.

I/We declare that the information given above is true and correct. I/We are fully aware that if any information given above is found to be incorrect, I/We would be disqualified for the work envisaged herein.

Place :

Date :

Signature with Seal

(This application form should be accompanied by a covering letter in the applicant's (firm/company) letter head indicating interest in taking up SAIL Dealership for SAIL products.)

ANNEXURE - B

INSTRUCTIONS TO THE APPLICANT

1. List of documents to be submitted (only copies):
 - a. SC/ST/OBC certificate (if applicable) in case the applicant is individual or Partner(s) of the Partnership firm or Director(s) of the Company are belong to SC/ST/OBC categories.
 - b. Partnership deed/Memorandum and Articles of Association.
 - c. Company Registration documents.
 - d. Balance Sheet and P&L statement.
 - e Bankers reference

2. The Applicant should carefully go through the Instructions to Applicant and Terms & Conditions and fully understand the terms and conditions governing their appointment as SAIL's Dealer prior to submission of their application.

3. The Applicants should acquaint themselves about the operations to be done by them by meeting the concerned Branch Manager or his representative on any working day during working hours by prior appointment.

4. The applicant should familiarise themselves with the location and the working of the SAIL stockyard/Consignment agent yard/Conversion agent premises from where materials will normally be delivered to the dealers during the course of the operation of the agreement.

5. The Applicant, by the very act of applying, will be deemed to have fully understood the terms and conditions governing their appointment as also familiarised themselves with the location of our Branch and Stockyard at the time of tendering their applications.

6. Details required to be filled in by the Applicant as per the form given for the purpose should be clearly indicated along with the documentary proof wherever applicable/ possible.

7. The Application Form completed in all respect will be submitted so as to reach the Branch Manager of the concerned Branch Sales Office within the due time and the date mentioned in the Press Advertisement. No application shall be accepted beyond the specified time and date.

8. Incomplete applications not accompanied by the required documents, applications with insufficient information and applications with any counter condition(s) are liable to be summarily rejected. The application shall remain valid for acceptance up to a period of 60 days from the date of submission.

9. Application will be evaluated generally on the basis of the following parameters:

a) Infrastructure facilities

b) Financial Standing

c) Market reputation.

d) Any other criteria which the Company considers necessary to take into account while evaluating the application.

10. As a minimum qualifying criteria, the applicant should possess an office/retail outlet besides a storage space of suitable capacity.

11. Applicant should be prepared to offer his infrastructure facilities for inspection of SAIL team, if necessary. During such inspection all the relevant documents etc. substantiating the statements made in his application should also be produced to the SAIL team's satisfaction.

12. Assessment of the Company shall be final and binding. Company reserves the right to accept or reject any or all the application (s) without assigning any reasons whatsoever.

13. While evaluating applicants for appointment as SAIL dealer, suitable weightage may be given by SAIL to such applicants who intend to deal exclusively with SAIL products.

DRAFT AGREEMENT

This Agreement is made on this ____day of 2009 BETWEEN Steel Authority of India Limited, a Govt. Company registered under the Companies Act, 1956 having its registered office at Ispat Bhavan, Lodi Road, New Delhi-110003 and also having one of its units known as the Central Marketing Organization (CMO) having its office at 40, Jawaharlal Nehru Road, Kolkata-700071 and the Branch Sales Office at ____ hereinafter referred to as the "the Company" (which expression shall mean and include its successors and assigns) of the ONE PART : **AND** (**name of the applicant firm**) a Firm/Company having its principal place of business/Registered Office at____hereinafter referred to as "the SAIL's Dealer" (which expression shall mean and include his/their heirs, executors, administrators, legal representatives, successors and permitted assigns) of the OTHER PART.

WHEREAS the Company is desirous to appoint its Dealers at various locations and accordingly invited Applications from the various prospective parties through press advertisement published in newspapers; AND WHEREAS pursuant to such press advertisement,(Name of the Dealer) have applied for appointment as SAIL's dealer vide Application Form dated enclosing therewith the terms and conditions for appointment as SAIL's Dealer at (location) duly signed by them as a token of acceptance of such terms and conditions; AND WHEREAS the Company after scrutiny has been pleased to appoint M/s _____as SAIL's Dealer at (location) on the terms and conditions set out hereunder :

NOW, THIS AGREEMENT WITNESSETH AS UNDER:

1. Definition:

The following words and expressions used in this Agreement shall have the meaning assigned to them except where the context otherwise requires: a) The "Company" shall mean Steel Authority

of India Limited (SAIL) having its Registered Office at ISPAT BHAVAN, Lodi Road, New Delhi - 110 003 and also having one of its units known as Central Marketing Organisation (CMO) at 40, Jawaharlal Nehru Road, Calcutta-700071 and its Branch Sales Office at (Name & Address of the Branch to be specified). b) SAIL's Dealer shall mean the successful applicant who shall store, sell and deliver steel materials as authorised by the Company and also to render such services to the customer(s) as per the instructions of the Company from time to time. c) The Plants shall mean the Company's Steel Plants at Bhilai, Bokaro, Durgapur, Rourkela and Burnpur. d) The Stockyard shall mean the premises from where the iron and steel material will be delivered to the SAIL's DEALER. e) 'Excepted matters' are those for which the decision of the Company is final as per the conditions contained herein.

2. Products Covered:

The Company shall sell to the SAIL's Dealer GP Sheets, GC Sheets, TMT Bars, Light Structural (whichever is applicable). The Company shall, however, have the liberty to include any of the product categories/sizes within the production range of the Company, any time during the tenure of this Agreement by mutual consent. Supply of small quantity of other items like **MS Wire Rods 5.5mm to 8mm** and HR/CR Sheets can be done within the overall agreed quantities. In exceptional cases, SAIL may consider supply of GP sheets in coil form against specific request from the dealers. Whereas TMT in 8mm to 12mm sizes shall be supplied in straight length, wherever Dealers are willing, these sizes of TMT can be supplied in coil form also.

3. Agreed Monthly Offtake:

A monthly agreed off-take quantity as given in the Letter of Intent for appointment of the Company bearing no. _____ dated _____ shall be lifted by the SAIL's Dealer.

The monthly-agreed quantity as indicated in the LOI is reproduced below as under:

GP/ GC Sheets
TMT Bars
Light Structural

SAIL may consider interchanging in quantities between different categories and / or reduction of the minimum agreed off-take upto 100 tons for TMT bars/coils, GP Sheets/coils & GC Sheets and upto 100 tons of Light Structural, subject to availability of materials. This shall be considered once in a year by the 1st week of May, for requests received upto 30th April.

SAIL may also consider enhancement of monthly agreed off-take beyond 100 tons per month upto 200 tons of TMT bars/coils, GP Sheets/coils & GC Sheets and upto 100 tons of Light Structural shall be considered after six months of operation at a particular level, any time during the year, subject to availability of materials.

The monthly-agreed offtake or the quantity modified by mutual consent between the Company and the SAIL's Dealer shall be purchased every month.

SAIL may consider enhancement of agreed off-take in case of satisfactory performance of dealers. This will be subject to mutual agreement between SAIL and dealers and availability of materials for which enhancement of agreement off-take is asked for.

4.Maintenance of Stock:

The SAIL's Dealer is expected to maintain stocks of the concerned products during the entire tenure of this Agreement so that the materials can be purchased by their customer(s)/consumer(s) on "Off-the-Shelf" basis and should accordingly plan his/their

purchase and place indent on the Company as per the Order Booking and Planning System in vogue to avoid any stock-out situation.

5. Delivery of Materials:

The Company shall deliver the material free of costs towards transportation and unloading activities costs at dealers premises/destination from the nearest stockyard/consignment agent's yard/ premises of conversion agent/premises of de-coiling agent/premises of service centers. However, such transportation free of cost to the dealer will be restricted to the agreed monthly off-take only. The weight recorded at the destination shall be final.

In case of a new appointment at a new destination, if transportation contract is not available, rebate of Rs. 200/- per tonne towards freight subsidy is approved for a period of maximum 30 days from signing of contract.

Free of cost transportation and unloading at Dealer premises/ destination shall be restricted up to 120% of their original/enhanced monthly/quarterly/annual committed quantity.

The weight of quantity recorded at the Dealer premises/ destination shall be final. However, shortages up to 50 kg. per truck/ 70 kg. per trailer, (as permissible in the SAIL Road Transportation Contracts) on the weight of the quantity shipped at the Dealer premises / destination shall be accepted by the Dealer. For shortages beyond the permissible limit, the Dealer shall be refunded the amount on recovery from the transporter.

6. Price:

(A) The price(s) chargeable for the materials to be delivered to SAIL Dealer shall be ex-stockyard price(s) as may be decided from time to time inclusive of Excise Duty element, sales tax/ VAT, octroi, and any other levies etc. as applicable on the date of delivery in case of sales through stockyard(s).

(B) Consistency (cash) incentive:

An incentive of Rs.100/Tonne on the quantity lifted shall be payable subject to the dealer successfully completing their monthly off-take. Successful completion of off-take would be considered subject to the shortfall in the quantity lifted being a maximum of (-) 2% of their monthly commitment. In the case, where the materials being delivered are in packets or coils (in as received condition from the SAIL plants), the incentive of Rs. 100/- per tonne shall be payable subject to the dealer successfully completing their monthly off-take within the maximum range of (-) 2% and (+) Two(2) tonnes of their monthly commitment .

In the event of a failure to complete their commitment during a month, such quantities can be made up over a calendar quarter. In the event that there is a shortfall in meeting the cumulative monthly commitment over a quarter, the above cash incentive will still be payable subject to the shortfall in off-take being maximum of (-)2% of their quarterly commitment and, in the case of packets or coils, the off-take being within the maximum range of (-) 2% and (+) Two(2) tonnes of their quarterly commitment.

In addition, subject to the dealer fulfilling their annual commitment (sum total of their monthly commitment) an additional incentive of Rs.50/Tonne will be payable on the quantity lifted during the financial year subject to the shortfall in off-take being maximum of (-)2% of their annual commitment

and, in the case of packets or coils, the off-take being within the maximum range of **(-) 2% and (+) Two(2) tonnes** of their annual commitment.

During the financial year, since some dealers would be appointed during the course of the year, the fulfillment of the annual commitment shall be reckoned prorated to the months that their dealership has been in force.

The scheme is effective from 01.07.2007 or from the date of appointment of the Dealer for such Dealers who may have been appointed at a later date. For such Dealers, prorated calculations would be given effect to.

Dealers can lift up to 120% of their original / enhanced committed quantity on a monthly/quarterly/annual basis.

Dealership Incentives will be payable on successful completion of their original / enhanced Monthly and Annual commitments limited up to 120% of their original / enhanced committed quantity for each individual main product, irrespective of total commitment

The extant guidelines for making up failure to complete lifting of commitment during a month over the calendar quarter shall remain unchanged

Yearly incentive will be paid on actual quantity lifted subject to successful completion of yearly committed quantity but limited to 120% of their original /enhanced committed quantity for each individual main product, irrespective of total commitment

7. Sales Tax/ VAT and Other Levies:

All taxes or levies on sale by the Central Govt. /State Govt. /Statutory Bodies/Municipal Authorities etc. as applicable shall be borne and paid by the SAIL's Dealer.

8. Financial Arrangement:

The security deposit of Rs.500 (Rupees Five Hundred) per ton of the agreed monthly off-take or restricted to Rs.1lakh, whichever is lower, paid for by the SAIL Dealer under general category, on which no interest is payable, shall stand forfeited in the eventuality of termination of the dealership on grounds mentioned at para 17 below and also on account of repeated failures in lifting the minimum agreed quantity or for failure to pay for the price and interest of the goods sold to him/them.

(Note for Branches: Wherever SC/ST & OBC applicants have been allowed by the extant guidelines for non payment of security deposit, clause 8 above may be omitted in those agreements and the subsequent clauses renumbered.)

9. Modalities of Purchase:

The SAIL Dealer shall purchase materials from the nominated Branch/stockyards at his/their cost/expenses and risk on advance payment basis against the offer of the branch concerned.

SAIL Dealer can avail of 15 days interest free secured credit or equivalent cash discount in lieu of credit, when sale is on cash and carry basis.

SAIL Dealer may also be extended secured Interest Free Credit for 15 days on 120% of their original / enhanced Monthly and Annual commitments or equivalent cash discount in lieu of credit, when sale is on cash and carry basis.

SAIL Dealers primarily marketing SAIL branded products may also be extended secured Interest Free Credit for additional 15 days on 120% of their original / enhanced Monthly and Annual commitments

10. Terms & Conditions for sale of materials to consumer(s)/ customer(s) by SAIL's Dealer:

10.1 Price:

The SAIL Dealer shall be intimated from time to time about the Maximum Recommended Retail Price (MRRP) for SAIL materials to be sold by the Dealers. SAIL Dealers shall display the MRRP prominently at their premises. SAIL Dealers shall also be obliged to charge to their customers at prices within Maximum Recommended Retail Price

10.2 Delivery by SAIL Dealers to their Customers:

The SAIL's Dealer shall deliver the material free of costs towards transportation to the premises/ site of his/their customer(s)/ consumer(s) within Municipal limits/ a radius of 50 km from their yard. For this the Company will make additional payment of Rs200/- to the Dealer and The dealers' margin is as under:

Item	Dealers' margin (Rs. / MT)
TMT	1200
GP/GC Sheets	1700
Other items	1200

10.3 Sales Tax and other levies:

In case the customer(s)/consumer(s) claim(s) any exemption or concession for payment of Sales Tax, he/they shall submit the requisite form to SAIL's Dealer, who will be under obligation to

pass the concessions to his/their customer(s)/ consumer(s) and claim from the Sales Tax Authorities, the refund of Sales Tax and other levies paid to the Company and the Company shall not take any responsibility for refund of such tax/levy on the authorities concerned.

11. Territorial Coverage:

The SAIL's Dealer shall serve the requirement of the customer(s)/consumer(s) within the territorial jurisdiction for which he/they is/are appointed.

12. Storage of Material pending delivery:

The SAIL Dealer shall take necessary care in respect of the materials during storage pending delivery or during delivery regarding the quality and specifications of the materials and the company will not be responsible in this regard.

13. Inspection:

Company shall have the right and liberty to inspect the Dealers premises at any time during the validity of the agreement and the Dealer shall extend all facilities for such inspection and will have to produce such records and /or documents as may be asked by the Company's representative for verification.

14. Settlement of Quality Complaints:

a) It shall be the responsibility of the Dealer to provide all the post sales service with regard to his customer(s) including settlement of the quality complaints.

b) SAIL will attend to the quality complaints only at the Dealer's premises. However, in exceptional circumstances, SAIL at its

discretion may also attend to quality complaints at the premises of the Dealer's customer(s).

c) All Quality complaints will be settled, as per the quality complaint procedure of the company in vogue and the decision of the Company's executive shall be final and binding in respect of quality complaints.

15. Test Certificates:

The SAIL Dealer shall provide their customer(s)/consumer(s) with the test certificate(s) as and when demanded by him/them.

16. Validity period of the Agreement:

The Agreement shall be valid for a period of five years from the date of this Agreement, which can be extended, by one year at a time on the same terms and conditions subject to the satisfactory performance of the SAIL's dealers. During tenure of five years there will be provision for review after two years. On review, if performance is not found satisfactory, it may lead to termination of dealership. As regards, the unsatisfactory performance, the decision of the company shall be final and binding upon the SAIL's dealers.

17. Termination of the Agreement:

This Agreement can be terminated by the Company by serving written notice of 15 days on the following grounds:

- a) Repeated failures (more than two quarters) in lifting the agreed quantity, for reasons not attributable to SAIL
- b) Non-performance/Unsatisfactory Performance
- c) Adverse Customer feedback
- d) Repeated complaints regarding sale of material outside his assigned jurisdiction

- e) Non compliance of MRRP
- f) Unsatisfactory performance in any other respect and acts detrimental to the interest of SAIL.

18. Sales Promotion:

The SAIL's Dealer shall undertake sales promotion of the Company's products, which are being sold through him/them, subject to advance clearance from the Company. He/they may use the caption "Dealer of Steel Authority of India Limited" in their letterheads and signboards. The Dealer will also be required to display Sign Boards of a uniform style/colour as specified by the Company.

The promotional incentives accrued for the quantity lifted during the particular calendar quarter is to be utilized for taking up promotional activities in the next quarter. In case the same is not utilized due to any reason the same will be treated as lapsed

Promotional Incentive:

Dealers who take up promotional steps like Hoardings, Wall-paintings, Newspaper /Cable TV Advertisement directly shall be entitled for a reimbursement of a promotional incentive restricted to a maximum of Rs.100/- per ton of actual lifting in the financial year. Re-imburement may be effected on a quarterly basis based on dealers self certification. It would be required for the display to depict SAIL logo (except for Cable TV ads) and that the advertiser is an authorized dealer of SAIL for the displayed products. In order to aggressively promote SAIL Brand image, the maximum rates at which the Promotional Activities shall be reimbursed within the maximum annual limits will be as under:

Each Hoarding – Up to Rs.25, 000/- per month (including cost of Printed Flex)

Each Wall Painting – Up to Rs.2000/- per annum

Each Newspaper/ Magazine Advertisement- Up to Rs.15000/- per insertion

Cable TV Advertisement- Up to Rs.3000/- per month

Bus Panel- Up to Rs.3000/- per month

Others - Up to Rs.8000/- per month

For any other promotional initiative other than hoardings, wall paintings, Newspaper/Cable TV Advertisement not falling under the above classification, like gift items (Key Rings, Caps etc.) taken by the dealer, the same may be considered under “**Others**” Category.

The eligibility for promotional incentive shall be from the date of appointment.

This promotional incentive for full financial year shall be available to only those dealers, who are on company’s role as on 1.4.07. For dealers, who were appointed later on, the eligibility for promotional incentive shall be from the date of appointment.

19. System of Feed-back:

a) The Dealer shall be required to submit a monthly report as per the format given below: -

(Qty.in M/T)

Sl · N o	Plant	Category	Sales		Stocks at the month end
			For the month	Cumulative	

b) In addition, the Dealer will be required to furnish the list of customers dealt with and the quantity supplied to them on a monthly basis. These reports should be sent on a monthly basis to the concerned Branch Manager.

20. General:

The Company shall have the absolute liberty to sell to any of its customer(s) located in the territorial jurisdiction of the SAIL's Dealer. The Company shall have the absolute liberty to appoint more than one Dealer or to undertake any other activity to enhance its market share and image. SAIL's Dealer shall be required to serve such demands/requirements as would be communicated to him/them by the Company from time to time. The Dealer will not deal with industrial units/institutional customer/Govt. Depts./PSUs and Projects or should not participate in any kind of tenders without the prior approval of the concerned Branch Manager of SAIL.

21. Resolution of Disputes:

21.1 In the event of any dispute/difference whatsoever arising between the parties relating to or arising out of the contract; the parties shall endeavour to resolve such dispute through conciliation as per provisions of the SCOPE Forum of Conciliation Rules - 2003.

21.2 Conciliation:

‘Any dispute or difference whatsoever arising between the parties relating to or arising out of contract, shall be settled first by conciliation in accordance with the Rules of Conciliation of SCOPE and the settlement so rendered between the parties in pursuance thereof shall be final and binding on the parties.’

Arbitration:

In the event the dispute/difference is not resolved through conciliation as per the provisions of clause 21.1 and 21.2 above, either party may upon giving notice to the other party refer the dispute to Arbitration under the SCOPE Forum of Arbitration Rules – 2003.

‘Any dispute or difference whatsoever arising between the parties and of or relating to the construction, interpretation, application, meaning, scope, operation or effect of this contract or the validity or the breach thereof, shall be settled by arbitration in accordance with the Rules of Arbitration of the ‘SCOPE’ and the award made in pursuance thereof shall be final and binding on the parties.’ Excepted matter as per the contract shall not be the subject matter of Conciliation/ Arbitration.

The venue of the Arbitration shall be at _____.
The Court at _____ shall have jurisdiction over all matter of dispute. Work/supply under the contract shall be continued by the Contractor/Supplier under the contract and pending Conciliation/Arbitration proceedings and recourse to Conciliation/Arbitration shall not be bar to continue with the work/supply.

IN WITNESS WHEREOF the parties hereto have set out their hands on the day, month and year above written.

Signed and Delivered on behalf
of the within named Steel
Authority of India Limited
through _____ in
presence of :

COMPANY

WITNESS :

- 1.
- 2.

Signed and Delivered on behalf
of the within named _____

through _____ in
presence of :

SAIL's DEALER

WITNESS :

- 1.
- 2.

DISTRICTS (LOCATIONS) OF EASTERN REGION		
BRANCH	STATE	DISTRICT (LOCATION)
Kolkata	West Bengal	South Dinajpur, Cooch Behar, Malda, Murshidabad, North Dinajpur, West Midnapore,
	Sikkim	West Sikkim, North Sikkim, South Sikkim
Durgapur	West Bengal	Bardhaman (Bardhaman City, Durgapur City), Durgapur
Bhubaneswar	Orissa	Boudh (Bauda), Dhenkanal, Gajapati, Jajapur (Jajpur). Koraput, Kendrapara, Mayurbhanj, Nabarangpur, Nayagarh, Rayagada, Cuttack
Rourkela	Orissa	Bolangir (Balangir), Bargarh (Baragarh), Debagarh (Deogarh), Subarnapur (Sonepur)
Patna	Bihar	Banka, Bhojpur, Buxar, Gaya, Jamui, Kishanganj, Sheohar, Nawada, Seikhpura, Lakhisarai, Sitamarhi, Supaul
Bokaro	Jharkhand	Chatra, Deogarh, Dumka, Garhwa, Godda, Gumla, Pakur, Sahibganj, Jamtara, Ramgarh, Simdega
Guwahati	Arunachal Pradesh	Changlang, Kurung Kumey, Lower Dibang Valley, Tirap, Upper Subansiri, Upper Siang, East Siang, East Kameng, West Kameng
	Assam	Baksa, Barpeta, Chirang, Darrang, Dibrugarh, Hailakandi, Jorhat, Karbi Anglong, Karimganj, Lakhimpur, Marigaon, North Cachar Hills, Golaghat, Udalguri, Nalbari, Sibsagar,
	Meghalaya	East Garo Hills, South Garo Hills, West Garo Hills, Jaintia Hills, Ri-Bhoi, West Khasi Hills
	Manipur	Bishnupur, Churachandpur, Chandel, Tamenglong, Imphal East, Imphal West, Thoubal, Senapati, Ukhrul
	Mizoram	Champhai, Kolasib, Lawngtlai, Lunglei, Mamit, Saiha, Serchhip
	Nagaland	Mokokchung, Mon, Dimapur, Phek, tuensang, Wokha, Zunheboto, Longleng, Peren, Kephrie
	Tripura	Dhalai, North Tripura, West Tripura

DISTRICTS (LOCATIONS) IN NORTHERN REGION

SL.	STATE/U.T	BRANCH	DISTRICTS
1	HARYANA	FARIDABAD	MEWAT
2	HARYANA	FARIDABAD	YAMUNAGAR
3	HARYANA	FARIDABAD	KAITHAL
4	HARYANA	FARIDABAD	SIRSA(DABWALI)
5	HARYANA	FARIDABAD	REWARI(DARUHERA)
6	HIMACHAL PRADESH	CHANDIGARH	KINNAUR
7	HIMACHAL PRADESH	CHANDIGARH	LAHAUL & SPITI
8	HIMACHAL PRADESH	CHANDIGARH	SIRMOUR
9	HIMACHAL PRADESH	CHANDIGARH	SHIMLA
10	HIMACHAL PRADESH	CHANDIGARH	KULU
11	JAMMU & KASHMIR	JAMMU	BUDGAM
12	JAMMU & KASHMIR	JAMMU	DODA
13	JAMMU & KASHMIR	JAMMU	KUPWARA
14	JAMMU & KASHMIR	JAMMU	RAJOURI
15	JAMMU & KASHMIR	JAMMU	SRINAGAR
16	JAMMU & KASHMIR	JAMMU	GANDARBAL
17	JAMMU & KASHMIR	JAMMU	RAMBAN
18	JAMMU & KASHMIR	JAMMU	REASI
19	JAMMU & KASHMIR	JAMMU	SHOPIAN
20	JAMMU & KASHMIR	JAMMU	ANANTNAG
21	JAMMU & KASHMIR	JAMMU	KARGIL
22	JAMMU & KASHMIR	JAMMU	LEH
23	JAMMU & KASHMIR	JAMMU	PULWAMA
24	JAMMU & KASHMIR	JAMMU	BANDIBORA
25	JAMMU & KASHMIR	JAMMU	KISHTWAR
26	JAMMU & KASHMIR	JAMMU	KULGAM
27	JAMMU & KASHMIR	JAMMU	KATHUA
28	PUNJAB	M.G.GARH	FARIDKOT
29	PUNJAB	M.G.GARH	MUKTSAR
30	PUNJAB	M.G.GARH	RUPNAGAR
31	PUNJAB	M.G.GARH	BARNALA
32	PUNJAB	M.G.GARH	MANSA
33	PUNJAB	M.G.GARH	BATHINDA
34	PUNJAB	JALANDHAR	HOSHIARPUR
35	PUNJAB	JALANDHAR	NAWANSHAHR
36	PUNJAB	JALANDHAR	TARN TARAN
37	PUNJAB	LUDHIANA	MOGA
38	PUNJAB	LUDHIANA	FEROZEPUR
39	DELHI	DELHI	NEW DELHI
40	UTTARKHAND	GHAZIABAD	ALMORA
41	UTTARKHAND	GHAZIABAD	BAGESHWAR

42	UTTARKHAND	GHAZIABAD	NAINITAL
43	UTTARKHAND	GHAZIABAD	PAURI GARHWAL
44	UTTARKHAND	GHAZIABAD	PITHORGARH
45	UTTARKHAND	GHAZIABAD	TEHRI GARHWAL
46	UTTARKHAND	GHAZIABAD	UDHAM SINGH NAGAR
47	UTTARKHAND	GHAZIABAD	UTTARKASHI
48	UTTARKHAND	GHAZIABAD	CHAMOLI
49	UTTARKHAND	GHAZIABAD	CHAMPAWAT
50	UTTARKHAND	GHAZIABAD	RUDRAPRAYAG
51	UTTARKHAND	GHAZIABAD	HARIDWAR
52	UTTAR PRADESH	GHAZIABAD	BAGPAT
53	UTTAR PRADESH	KANPUR	BAHRAICH
54	UTTAR PRADESH	KANPUR	GONDA
55	UTTAR PRADESH	KANPUR	HARDOI
56	UTTAR PRADESH	KANPUR	JALAUN
57	UTTAR PRADESH	KANPUR	KANNAUJ
58	UTTAR PRADESH	KANPUR	FARRUKHABAD
59	UTTAR PRADESH	GHAZIABAD	BIJNOR
60	UTTAR PRADESH	GHAZIABAD	BULANDSHAR
61	UTTAR PRADESH	GHAZIABAD	JYOTIBA PHULE NAGAR
62	UTTAR PRADESH	GHAZIABAD	RAMPUR
63	UTTAR PRADESH	GHAZIABAD	MEERUT
64	UTTAR PRADESH	GHAZIABAD	MORADABAD
65	UTTAR PRADESH	AGRA	MAINPURI
66	UTTAR PRADESH	AGRA	MATHURA
67	UTTAR PRADESH	AGRA	BUDAON
68	UTTAR PRADESH	AGRA	KASHIRAM NAGAR(KASGANJ)
69	UTTAR PRADESH	AGRA	FIROZABAD
70	UTTAR PRADESH	AGRA	HATHRAS
71	UTTAR PRADESH	ALLAHABAD	DEORIA
72	UTTAR PRADESH	ALLAHABAD	SIDDHARTHANAGAR
73	UTTAR PRADESH	ALLAHABAD	CHITRAKOOT
74	UTTAR PRADESH	ALLAHABAD	SANT KABIR NAGAR
75	UTTAR PRADESH	ALLAHABAD	SONBHADRA(ANNPARA)
76	UTTAR PRADESH	ALLAHABAD	JAUNPUR(JAUNPUR CITY)
77	UTTAR PRADESH	ALLAHABAD	PRATAPGARH
78	UTTAR PRADESH	ALLAHABAD	MIRZAPUR
79	UTTAR PRADESH	ALLAHABAD	ALLAHABAD(ALLAHABAD CITY NORTH)
80	UTTAR PRADESH	ALLAHABAD	VARANASI

DISTRICTS / LOCATIONS IN WESTERN REGION			
SL.NO.	BRANCH	DISTRICT	LOCATION
1	AHMEDABAD	DIU	DIU
2	AHMEDABAD	KHEDA	KHEDA
3	AHMEDABAD	PORBANDER	PORBANDER
4	AHMEDABAD	JUNAGARH	JUNAGARH
5	AHMEDABAD	AMRELI	AMRELI
6	AHMEDABAD	SURENDRANAGAR	SURENDRANAGAR
7	AHMEDABAD	PATAN	PATAN
8	BARODA	DAHOD	DAHOD
9	BARODA	DANG	AHWA
10	BARODA	PANCHMAHAL	PANCHMAHAL
11	BARODA	ANAND	ANAND
12	BARODA	NARMADA	RAJPIPLA
13	BHILAI	BASTAR	BASTAR
14	BHILAI	BIJAPUR	BIJAPUR
15	BHILAI	DHANTEWARA	DHANTEWARA
16	BHILAI	JANGIR CHAMPA	JANGIR CHAMPA
17	BHILAI	JASHPUR	JASHPUR
18	BHILAI	KORIYA	KORIYA
19	BHILAI	NARAYANPUR	NARAYANPUR
20	BHILAI	RAIGARH	RAIGARH
21	BHILAI	SARGUJA	SARGUJA
22	BHILAI	KORBA	KORBA
23	BHILAI	MAHASAMUND	MAHASAMUND
24	BHILAI	BILASPUR	BILASPUR
25	BHILAI	KANKER	KANKER
26	BHILAI	RAJNANDGAON	RAJNANDGAON
27	INDORE	ALIRAJPUR	ALIRAJPUR
28	INDORE	BARWANI	BARWANI
29	INDORE	BETUL	BETUL
30	INDORE	BURHANPUR	BURHANPUR
31	INDORE	DEWAS	DEWAS
32	INDORE	DHAR	DHAR
33	INDORE	HARDHA	HARDHA

34	INDORE	JHABUA	JHABUA
35	INDORE	KHANDWA	KHANDWA
36	INDORE	KHARGONE	KHARGONE
37	INDORE	MANDSAUR	MANDSAUR
38	INDORE	NEEMUCH	NEEMUCH
39	INDORE	RAISEN	RAISEN
40	INDORE	RAJGARH	RAJGARH
41	INDORE	SHEORE	SHEORE
42	INDORE	SHAJAPUR	SHAJAPUR
43	INDORE	VIDISHA	VIDISSHA
44	INDORE	INDORE	INDORE - RING ROAD / BY PASS
45	INDORE	INDORE	MHOW
46	INDORE	UJJAIN	UJJAIN
47	GWALIOR	BHIND	BHIND
48	GWALIOR	DHATIA	DHATIA
49	JABALPUR	ANNUPPUR	ANNUPPUR
50	JABALPUR	BALAGHAT	BALAGHAT
51	JABALPUR	CHHATTARPUR	KHAJURAHO
52	JABALPUR	CHINDWARA	CHINDWARA
53	JABALPUR	DAMOH	DAMOH
54	JABALPUR	DINDORI	DINDORI
55	JABALPUR	MANDLA	MANDLA
56	JABALPUR	NARSINGHPUR	NARSINGHPUR
57	JABALPUR	PANNA	PANNA
58	JABALPUR	SEONI	SEONI
59	JABALPUR	SHADOL	SHADOL
60	JABALPUR	SIDDHI	SIDDHI
61	JABALPUR	SINGROLI	SINGROLI
62	JABALPUR	TIKAMGARH	TIKAMGARH
63	JABALPUR	UMARIA	UMARIA
64	JABALPUR	KATNI	KATNI
65	JABALPUR	SAGAR	SAGAR
66	JABALPUR	SATNA	SATNA
67	JAIPUR	ALWAR	BHIWADI

68	JAIPUR	BARMER	BARMER
69	JAIPUR	DHOLPUR	DHOLPUR
70	JAIPUR	JAISALMER	JAISALMER
71	JAIPUR	JALORE	JALORE
72	JAIPUR	JHUNJHUNU	JHUNUJHUNU
73	JAIPUR	KARALI	KARALI
74	JAIPUR	NAGPUR	NAGPUR
75	JAIPUR	SIROHI	SIROHI
76	JAIPUR	SIROHI	ABUROAD
77	JAIPUR	SIROHI	PHINDWARA
78	JAIPUR	TONK	TONK
79	KOTA	BANSWARA	BANSWARA
80	KOTA	CHITTORGARH	CHITTORGARH
81	KOTA	JALWAR	JALWAR
82	KOTA	PRATAPGARH	PRATAPGARH
83	KOTA	BARAN	ATRU
84	KOTA	BARAN	CHABRA
85	KOTA	BUNDI	BUNDI
86	MUMBAI	RATNAGIRI	CHIDLUN
87	MUMBAI	RATNAGIRI	KHED
88	MUMBAI	THANE	KALYAN
89	MUMBAI	THANE	MUMBRA
90	MUMBAI	THANE	AMBERNATH
91	NAGPUR	AMRAVATI	AMRAVATI
92	NAGPUR	BHANDARA	BHANDARA
93	NAGPUR	JALGAON	JALGAON
94	NAGPUR	JALNA	JALNA
95	NAGPUR	NANDED	NANDED
96	NAGPUR	WASHIM	WASHIM
97	NAGPUR	BEED	BEED
98	NAGPUR	DHULE	DHULE
99	NAGPUR	BULDANA	BULDANA
100	NAGPUR	GADCHIROLI	GADCHIROLI
101	NAGPUR	GONDIA	GONDIA
102	NAGPUR	HINGOLI	HINGOLI
103	NAGPUR	AKOLA	AKOLA

DISTRICTS / LOCATIONS IN SOUTHERN REGION

S No	State	Branch	District	Location
1	Tamil Nadu	Chennai	Tiruvallur	Ambattur
2		Chennai	Vellore	Vellore
3		Chennai	Cuddalore	Neyveli
4		Chennai	Kancheepuram	Chengalpet
5		Chennai	Dharmapuri	Dharmapuri
6		Chennai	Thiruvannamalai	Arani
7		Chennai	North and Middle Andaman	Mayabunder
8	UT of Puducherry	Chennai	Karaikkal	Karaikkal
9	Tamil Nadu	Trichy	Ariyalur	Ariyalur
10		Trichy	Perambalur	Perambalur
11		Trichy	Karur	Karur
12		Trichy	Ramanathapuram	Ramanathapuram
13		Trichy	Sivaganga	Sivaganga
14	Tamil Nadu	Coimbatore	Erode	Erode Town
15		Coimbatore	Nammakal	Tiruchengode
16		Coimbatore	Salem	Salem Town
17		Coimbatore	Theni	Theni town
18		Coimbatore	Tirunelveli	Palyamkottai
19		Coimbatore	Tiruppur	Avinashi
20		Coimbatore	Tiruppur	Palladam
21		Coimbatore	Virdhunagar	Sivakasi
22		Coimbatore	Virdhunagar	Rajapalayam
23		Coimbatore	Virdhunagar	Aruppukottai
24	Kerala	Kochi	Iddikki	Iddikki
25		Kochi	Thiruvananthapuram	Nedumangad
26		Kochi	Ernakulam	Aluva
27		Kochi	Palghat	Palghat
28		Kochi	Wayanad	Wayanad
29		Kochi	Kottayam	Kottayam
30		Kochi	Mallapuram	Tirur
31	UT of Lakshadweep	Kochi	Kavaratti	Kavaratti
	UT of Puducherry	Kochi	Mahe	Mahe

32	Andhra Pradesh	Hyderabad	Nizamabad	Armur
33		Hyderabad	Nizamabad	Kamareddi
34		Hyderabad	Secunderabad	Secunderabad
35		Hyderabad	Adilabad	Nirmal
36		Hyderabad	Cuddapah	Badwel
37		Hyderabad	Nalgonda	Nalgonda
38		Hyderabad	Nalgonda	Suryapet
39		Hyderabad	Karimnagar	Karimnagar
40		Hyderabad	Warangal	Jangaon
41		Hyderabad	Mehboobnagar	Shadnagar
42	Andhra Pradesh	Vizag	UT of Puducherry	Yanam
43		Vizag	West Godavari	Palakollu
44	Andhra Pradesh	Vijaywada	Khammam	Khammam
45	Karnataka	Bangalore	Bagalkot	Mudhol
46		Bangalore	Bijapur	Bijapur
47		Bangalore	Chikmangalur	Chikmangalur
48		Bangalore	Chitradurga	Chitradurga
49		Bangalore	Davangere	Davangere
50		Bangalore	Gulbbarga	Gulbarga
51		Bangalore	Haveri	Ranebennur
52		Bangalore	Kodagu	Madikere
53		Bangalore	Koppal	Koppal
54		Bangalore	Mandya	Mandya
55		Bangalore	Mysore	Mysore
56		Bangalore	North Kannada	Karwar and Sirsi
57		Bangalore	Ramanagaram	Ramnagaram
58		Bangalore	Yadgir	Yadgir