

# Annual Report 1997-98



**STEEL AUTHORITY OF INDIA LIMITED**





Shri Arvind Pande



Shri V. Gujral



Shri S.B. Singh



Shri B.K. Singh



Shri A.K. Singh



Shri K.A.P. Singh



Shri V.S. Jain



Shri M.K. Moitra



Shri S.C.K. Patne



Dr S.K. Bhattacharyya



Shri S. Pandey



Shri Gopeshwar



Shri G.S. Garcha



Shri Naresh Narad



Shri A.H. Jung



Dr Atul Sarma



# Notice

## STEEL AUTHORITY OF INDIA LIMITED REGISTERED OFFICE: ISPAT BHAWAN, LODI ROAD NEW DELHI-110003

NOTICE IS HEREBY GIVEN THAT the 26th Annual General Meeting of the Members of Steel Authority of India Limited will be held at 1030 hours on Wednesday, the 23rd September, 1998 at NDMC Indoor Stadium, Talkatora Garden, New Delhi-110001 to transact the following business:

1. To receive, consider and adopt the audited Profit & Loss Account for the year ended 31st March, 1998, the Balance Sheet as at that date and Directors' and Auditors' Reports thereon.
2. To declare a dividend
3. To appoint Directors in place of those retiring.

### SPECIAL BUSINESS

4. To consider and, if thought fit, to pass with or without modification the following resolution as an ORDINARY RESOLUTION:

**"RESOLVED THAT** Dr. Atul Sarma who was appointed as an Additional Director of the Company by the Board of Directors under Section 260 of the Companies Act, 1956, and who holds office upto the date of this Annual General Meeting and in respect of whom the Company has received a notice in writing proposing his candidature for the office of Director under Section 257 of the Companies Act, 1956, be and is hereby appointed as a Director of the Company, liable to retire by rotation, for a period of three years from the date of his initial appointment i.e. with effect from 24th December, 1997."


5. To consider and, if thought fit, to pass with or without modification the following resolution as an ORDINARY RESOLUTION:

**"RESOLVED THAT** Shri S. Pandey who was appointed as an Additional Director of the Company by the Board of Directors under Section 260 of the Companies Act, 1956, and who holds office upto the date of this Annual General Meeting and in respect of whom the Company has received a notice in writing proposing his candidature for the office of Director under Section 257 of the Companies Act, 1956, be and is hereby appointed as a Director of the Company, liable to retire by rotation."

6. To consider and, if thought fit, to pass with or without modification the following resolution as an ORDINARY RESOLUTION:

**"RESOLVED THAT** the Company has received a notice in writing from Shri Ramjilal Choudhary, a member of the Company, signifying his candidature for the office of Director under Section 257 of the Companies Act, 1956, be and is hereby appointed as a Director of the Company, liable to retire by rotation."

By order of the Board of Directors

  
(R.K. Garg)  
Secretary

New Delhi  
14th August, 1998

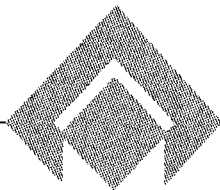
Registered Office:  
Ispat Bhawan, Lodi Road, New Delhi-110003.

### Notes:

1. The relevant Explanatory Statements, pursuant to Section 173(2) of the Companies Act, 1956, in respect of the business Item Nos.4 to 6 above are annexed hereto.
2. A MEMBER ENTITLED TO ATTEND AND VOTE AT THE MEETING IS ENTITLED TO APPOINT A PROXY TO ATTEND AND VOTE INSTEAD OF HIMSELF. SUCH PROXY NEED NOT BE A MEMBER OF THE COMPANY. PROXIES

IN ORDER TO BE EFFECTIVE MUST BE RECEIVED BY THE COMPANY NOT LESS THAN 48 HOURS BEFORE THE COMMENCEMENT OF THE MEETING. THE PROXY FORM IS ENCLOSED.

3. Only members carrying the attendance slips or holders of valid proxies registered with the Company will be permitted to attend the meeting. In case of shares held in joint names or shares held under different registered folios wherein the name of the sole holder/first joint-holder is same, only the first joint-holder/sole holder or any proxy appointed by such holder, as the case may be, will be permitted to attend the meeting.
4. Members attending the meeting are requested to bring their copy of the Annual Report as extra copies will not be supplied.
5. The Register of Members of the Company will remain **closed from 27th August, 1998 to 23rd September, 1998 (both days inclusive).**
6. Members should notify change in their addresses, if any, specifying full address in block letters with **PIN CODE** of their post offices, which is mandatory.
7. Members holding shares in identical order of names in more than one folio are requested to write to the Company's Shares Department enclosing their Share Certificates to enable the Company to consolidate their holdings in one folio.
8. Members seeking further information on the Accounts or any other matter contained in the Notice, are requested to write to the Company atleast 7 days before the meeting so that relevant information can be kept ready at the meeting.
9. The Shares Department of the Company is located at **4th Floor, 'Arunachal', 19, Barakhamba Road, New Delhi - 110001** and is open for public dealings between 10.00 a.m. and 4.00 p.m. from Monday to Saturday except 2nd & 4th Saturdays and holidays. Members are advised to send all correspondence(s)/Documents relating to transfer of shares, dividend only to Shares Department.
10. **The Company has joined National Securities Depository Limited to facilitate members to hold the company's shares in electronic form. Members are requested to opt for this system to avail improved liquidity in secondary market transactions, efficient, economic, accurate and safe mode of share transaction, no stamp duty, no risk of bad deliveries, loss, theft, mutilations, etc. and other innumerable benefits. For further clarifications/details, the members may contact Shares Department of the Company at aforesaid address.**
11. Payment of dividend as recommended by the Board, if approved at the meeting, will be made to those members whose names appear on the Register of Members of the Company as on 23rd day of September, 1998.
12. Members who have not encashed the dividend warrant(s) so far for the years 1994-95, 1995-96 and 1996-97 are requested to make their claims to the Company immediately for its revalidation and subsequent encashment.
13. The amount of unclaimed dividend for and upto the financial year ended 31st March, 1994 has already been transferred to the General Revenue Account of the Central Government in terms of the provisions of Section 205-A of the Companies Act, 1956. Those members who have so far not claimed their dividends for the said period may claim the same by submitting the application in prescribed form-II to the Registrar of Companies, N.C.T. of Delhi and Haryana, Paryavaran Bhawan, CGO Complex, Lodi Road, New Delhi - 110003.
14. **Entry to the Auditorium will be strictly against Entry Slip available at the counters at the venue and against exchange of Attendance Slip.**
15. **No Brief case or Bag will be allowed to be taken inside the auditorium.**



## ANNEXURE TO THE NOTICE

### EXPLANATORY STATEMENT PURSUANT TO SECTION 173(2) OF THE COMPANIES ACT, 1956.

#### Item No. 4

On nomination by the President of India vide Government's Notification No.10(16)/97-SAIL.I dated 19th December, 1997, Dr. Atul Sarma was appointed as an Additional Director of the Company with effect from 24th December, 1997 for a period of three years and vacates his office of Directorship at this Annual General Meeting, pursuant to section 260 of the Companies Act, 1956 and Articles of Association of the Company. The notice under Section 257 of the said Act has been received from a member proposing the name of Dr. Atul Sarma as a candidate for the office of Director of the Company.

Board considers it desirable that the Company should continue to avail itself of his services as a Director and recommend this Resolution for approval of the shareholders.

None of the Directors other than Dr. Atul Sarma to the extent of his appointment as Director, is concerned or interested in the above resolution.

#### Item No. 5

On nomination by the President of India vide Government's Notification No.8(8)/97-SAIL.I (Part) dated 13th July, 1998, Shri S. Pandey was appointed as an Additional Director of the Company with effect from 13th July, 1998 and vacates his office of Directorship at this Annual General Meeting, pursuant to section 260 of the Companies Act, 1956 and Articles of Association of the Company. The notice under Section 257 of the said Act has been

received from a member proposing the name of Shri S. Pandey as a candidate for the office of Director of the Company.

Board considers it desirable that the Company should continue to avail itself of his services as a Director and recommend this Resolution for approval of the shareholders.

None of the Directors other than Shri S. Pandey to the extent of his appointment as Director, is concerned or interested in the above resolution.

#### Item No. 6

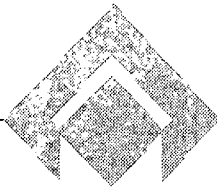
The Company has received a notice in writing from Shri Ramjilal Choudhary, a member of the Company, signifying his candidature for the office of Director under Section 257 of the Companies Act, 1956.

By order of the Board of Directors

(R.K. Garg)  
Secretary

New Delhi  
14th August, 1998

Registered Office:  
Ispat Bhawan, Lodi Road, New Delhi-110003.



## STEEL AUTHORITY OF INDIA LIMITED

Registered Office: Ispat Bhawan, Lodi Road  
New Delhi - 110 003

### ATTENDANCE SLIP

Folio No. :

Name and Address .....

I certify that I am a registered shareholder/proxy for the registered shareholder of the Company.

I hereby record my presence at the TWENTY SIXTH ANNUAL GENERAL MEETING of the Company at NDMC Indoor Stadium, Talkatora Garden, New Delhi.

Member's/Proxy's Name (In Block Letters) .....

Member's/Proxy's Signature .....

#### Note:

1. Please sign this attendance slip and hand over at the Attendance Verification Counter at the Entrance of the Meeting Hall.
2. This attendance slip is valid only in case shares are held on the date of meeting.
3. REGRET NO GIFTS.

## STEEL AUTHORITY OF INDIA LIMITED

Registered Office: Ispat Bhawan, Lodi Road  
New Delhi - 110 003

### PROXY FORM

I/We ..... of .....

in the district of .....

(Write full address)

hereby appoint ..... of .....

(Write full address)

or failing him ..... of .....

(Write full address)

as my/our proxy and to vote for me/us or my/our behalf at the 26th Annual General Meeting of the Company to be held on 23rd September, 1998 at 1030 hours and at any adjournment thereof.

Signed this ..... day of ..... 1998

Signature(s) .....

Ledger Folio No. ....

No. of Shares held .....

Please  
affix  
30 paise  
Revenue  
Stamp

- NOTE:
- 1) The Proxy need NOT be a member.
  - 2) The Proxy Form signed across 30 paise revenue stamp should reach the Company's Registered Office atleast 48 hours before the scheduled time of meeting.
  - 3) Please fill in full particulars.







# Board of Directors

As on 30.07.1998

## Chairman

Shri Arvind Pande

## Managing Directors

### *Bhilai Steel Plant*

Shri V. Gujral

### *Durgapur Steel Plant,*

Shri S.B. Singh

### *Bokaro Steel Plant*

Shri B.K. Singh

### *Rourkela Steel Plant*

Shri A.K. Singh

## Functional Directors

### *Commercial*

Shri K.A.P. Singh

### *Finance*

Shri V.S. Jain

### *Personnel & Corporate Planning*

Shri M.K. Moitra

### *Projects*

Shri S.C.K. Patne

### *Research & Development*

Dr.S.K. Bhattacharyya

### *Operations*

Shri S. Pandey

## Directors

Shri Gopeshwar

Shri G.S. Garcha

Shri Naresh Narad

Shri A.H. Jung

Dr. Atul Sarma

## Secretary

Shri R.K. Garg

## Bankers

State Bank of India

Punjab National Bank

United Bank of India

Bank of Baroda

Syndicate Bank

Union Bank of India

Bank of India

Canara Bank

Indian Overseas Bank

State Bank of Patiala

Bank of Maharashtra

Oriental Bank of Commerce

Punjab & Sind Bank

Jammu & Kashmir Bank

State Bank of Saurashtra

Central Bank of India

State Bank of Hyderabad

State Bank of Bikaner & Jaipur

ANZ Grindlays Bank

State Bank of Indore

Bank of America

Deutsche Bank

## Statutory Auditors

M/s. K.K. Soni & Co.

Chartered Accountants

M/s. Ray & Ray

Chartered Accountants

M/s. A.K. Sabat & Co.

Chartered Accountants

M/s. Fraser & Ross

Chartered Accountants

M/s. S.R. Batliboi & Co.

Chartered Accountants

## CONTENTS

1. Directors' Report	2
2. 10-Year Digest	7
3. Annual Accounts	8
4. Auditors' Report	38
5. Comments of C & AG	44
6. Review of Accounts by C & AG	47
7. Cash Flow Statement	57
8. Principal Executives	60
Subsidiary Companies' Annual Report and Accounts	
9. The Indian Iron & Steel Company Limited	61
10. Maharashtra Elektros melt Limited	84
11. Visvesvaraya Iron & Steel Company Limited	102

## Registered Office

Ispat Bhawan, Lodi Road, New Delhi-110003

Phone: 4690481(14 Lines); FAX: 4694015;

Gram: STEELINDA

Internet: www.sail.co.in

E.Mail: corporate.delhi@sail.sprintpg.ems.vsnl.net.in

# Directors' Report

To

The Members,

The Directors have pleasure in presenting the Twenty-sixth Annual Report of the Company together with audited accounts for the year ended 31st March, 1998.

## FINANCIAL REVIEW

During the year, the Company has achieved a turnover of Rs.14624.07 crores (Previous year Rs.14114.01 crores). The profit before tax at Rs.148.59 crores (Previous year Rs.588.03 crores) is after providing for interest of Rs.1553.76 crores (Previous year Rs.1179.48 crores) and depreciation of Rs.794.86 crores (Previous year Rs.690.70 crores). After providing for Minimum Alternate Tax (MAT) of Rs.15.60 crores (Previous year Rs.75.86 crores), the Net Profit after tax is Rs.132.99 crores (Previous year Rs.515.17 crores). The operating profit during the year (Rs.2497.21 crores) has been more or less at the same level as of previous year (Rs.2458.21 crores). However, the net profit is lower mainly due to higher interest and depreciation.

The Directors recommend for your approval a dividend at the rate of one per cent on the paid-up equity capital as at 31st March, 1998 amounting to Rs.41.30 crores. The Company has also made a provision of Rs.4.13 crores towards dividend tax. A sum of Rs.331.58 crores is proposed to be carried to Bond Redemption Reserve.

1997-98 was a difficult year for the steel industry as it faced sluggish demand for steel in the home market, greater competition from imports due to lower international prices and enhancement in supplies in the domestic market resulting in greater stress on margins. The profits of the Company were also adversely affected by escalations in input prices primarily of coking coal, petroleum products, power, transportation etc. which could not be neutralised by increase in prices of steel products. Further company absorbed higher depreciation and interest charges due to commissioning of modernisation of Durgapur Steel Plant (DSP) and other capital schemes, and increase in working capital needs.

The Company is pursuing certain major strategies to combat the situation such as reduce costs much more and much faster; improve customer orientation and quality; maximise revenue by increasing net sales realisation and sale of high value items; improve asset utilisation through effective maintenance; continue the thrust on exports; and redeploy surplus manpower and reduce through Voluntary Retirement Scheme.

## SALES & MARKETING REVIEW

Industrial production in India during the year had observed a lower growth than originally envisaged leading to a sluggish market demand for steel. The product-mix was

regularly monitored to serve the changing market requirements. While strengthening the existing customer base, continuous improvements were made to serve the needs of specific market segments and supplying materials in customised sizes. Intensified customer contact and feed back system coupled with a customer friendly order booking system and after sales services yielded good results.

The endeavours resulted in SAIL marketing around 8.1 million tonnes of saleable steel and 0.69 million tonnes of pig iron in the domestic and international markets during the year under review.

The exports exhibited a high growth of 115 per cent over previous year and about 1.0 million tonnes of pig iron and steel was exported generating an export realisation of Rs.1,087 crores. The products were mainly exported to USA, Europe, Nepal and Sri Lanka and included Plates, Hot Rolled Sheets & Coils, Semis, Cold Rolled products and Wire Rods.

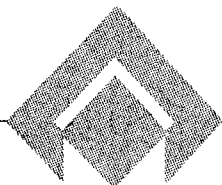
## PRODUCTION REVIEW

As the Company faced another difficult year in terms of stagnant demand and rising input costs, SAIL responded with well defined strategy of cost control and market led production. The plants responded quickly to changing market scenario, continuously adjusting product-mix and improving customer service. The initiative taken by the company in improving operational efficiency and cost control as a concerted strategy stands out as the most significant achievement of 1997-98. Some of the achievements compared to previous year are:-

- Coking coal consumption per tonne of hot metal reduced by 12 per cent. Coke rate decreased by 26 Kg/thm to lowest ever 594 Kg/thm i.e. a reduction of 4 per cent.
- Blast furnace productivity increased by 10 per cent to all time best of 1.25 T/M<sup>3</sup>/day.
- Refractory consumption declined by 9 per cent to lowest ever level of 18.9 Kg/tcs.
- The rate of overall Energy consumption at 8.3 G.Cal/tcs decreased by 1 per cent.
- Captive Power Generation of SAIL plants increased by 6 per cent to 451 MW during the year and met 56 per cent of company's requirement.
- Specific consumption of major raw materials such as iron ore, limestone, Manganese ore and Ferro alloys declined during the year. Stress was laid on utilisation of waste materials such as mill scale, LD slag and flue dust.

The steel plants of the Company achieved new heights in hot metal production, with all time best production of 11.6 million tonnes and growth of 2 per cent over previous year.





Crude steel and saleable steel production was 10.3 million tonnes and 9.0 million tonnes respectively. The production of crude steel through con-cast route increased by 32 per cent over previous year with proportion of BOF-CC production going up from 22 per cent in 1996-97 to 29 per cent in 1997-98.

### Raw Materials

The total iron ore production from company's captive mines during the year was the highest ever at 20.75 million tonnes and entire requirement of Iron ore for different plants was met from company's own mines. Flux production was 2.65 million tonnes.

The Rowghat mines have been identified by the company to meet the requirement of iron ore for its Bhilai Steel Plant in the near future. For transportation of ore to Bhilai Steel Plant, Memorandum of Understanding (MOU) on Rowghat rail line project has been signed on 2nd April, 1998 between Ministry of Railways, M.P. Government, SAIL and NMDC. Signing of MOU was a prerequisite by M.P. Government for recommending various clearances of Rowghat project.

### Quality

Steps have been taken to intensify the quality improvement drive in SAIL. During the year, the Merchant Mill and Wire Rod Mill of BSP, Cold Rolling Mill of BSL, Steel Melting Shop-I, Oxygen Plant-I & Oxygen Plant-II of RSP, Branch Transport and Shipping Office (BTSO), Vizag of CMO and Light Castings and Steel Foundry, Growth Division, Kulti Works also achieved ISO-9002 Certification. SAIL has also taken all appropriate steps for maintaining the ISO-9000 certified Quality Assurance systems in all its plants/units. As on 31st March, 1998, 31 facilities of the Company enjoy ISO-9001/ISO-9002 certification.

Centre for Power Training Institute (CPTI), Rourkela, one of the unit of the company, has won the Golden Peacock National Quality Award in the Small Service Sector Category conducted by Institute of Directors, New Delhi for the year 1997.

### MODERNISATION AND OTHER CAPITAL SCHEMES

The Company incurred a capital expenditure of Rs.1955 crores during the year on fixed assets and capital work-in-progress, which has been primarily financed through borrowings from external sources.

The modernisation of Durgapur Steel Plant (DSP) has been completed during the year. Major thrust was given on stabilisation of production and achievement of rated capacity. Benefits have started flowing in and are expected to increase further in future years. Production has picked up and has shown a growth of 5 per cent in Hot Metal, 9

per cent in Crude Steel and 15 per cent in Saleable Steel as compared to previous year.

At Rourkela Steel Plant (RSP), the various global and indigenous packages under Phase-II Modernisation are in the final stages of completion. The balance works in modification of Hot Strip Mill and Reheating Furnace of Hot Strip Mill is progressing. Trial production has started at SMS-2-Continuous Caster at RSP.

At Bokaro Steel Plant (BSL), major production facilities of Modernisation like both Continuous Casting Machines, Steel Refining Unit and Coiler-4 have been installed. Trials of Coiler-3 are under progress. Balance works for Mill proper are nearing completion, Modification of Reheating Furnace-3 to Walking Beam Furnace, and Coal Dust Injection system to BF-4 are under progress.

At Bhilai Steel Plant (BSP), Modernisation of Rail & Structural Mill (Stage I - Phase I) has been commissioned. Oxygen Plant-II expansion and Twin Hearth Furnace No.4 are in the final stages of completion. Work in Sinter Plant-3 and Cold Dust Injection system for BF No.6 are in progress.

With the completion of modernisation schemes, substantial improvements are likely to take place in terms of techno-economic parameters, particularly, specific energy consumption, coke rate, etc. besides better quality and increase in production capacity of saleable steel.

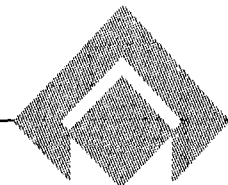
As a part of Government's initiative for development of North-East, a Hot Dip Galvanising Line of annual capacity of 40,000 tonnes is being set-up at Dagaon, Assam for which site activities have started.

### HUMAN RESOURCES MANAGEMENT REVIEW

SAIL regards the human resource as its prime resource, and the contribution from the workforce collective has continuously been harnessed for attainment of organisational goals. The ongoing financial and non-financial motivational schemes were utilised to motivate and energise the workforce. A conducive and congenial work environment was maintained through the support and cooperation of the trade unions and officers' associations.

The **manpower strength** as on 31st March, 1998 was 1,76,147 comprising 18,586 executives and 1,57,561 non-executives. The **manpower productivity** increased to 96 tonnes of crude steel per man year as compared to 94 tonnes of crude steel per man year achieved during the previous year. In order to optimise manpower strength the company has introduced a revised Voluntary Retirement Scheme w.e.f. 1st March, 1998.

**Training** for skills and competency development of employees, to meet the challenges of the changing business environment, continued through the Systematic Approach to Training. Keeping in view the organisational requirements, focus of training was on increasing technical training. During the year, 83,769 employees were trained,



out of which 64 per cent was on technical training. The Human Resource and Organisational Development Programme at RSP started in the year of 1995 has started giving results. A total of 252 employees of RSP have been trained under this programme and the collective effort has resulted in improved performance in almost all the 23 projects.

As in previous years, this year also the company continued to provide community support through various **welfare measures** alongwith free medical services, which included extension of mediclaim schemes to retired employees, education for children, housing facilities of co-operative societies as well as providing avenues for social and cultural activities. Rs.459 crores were spent to sponsor these activities during the year.

For motivating the employees to work safely, schemes of SAIL **Safety** award and Ispat Suraksha Puraskar were modified and a new scheme of Ispat Suraksha Puraskar for Mines was introduced during the year. Recent steps initiated to enhance safety performance of steel plants include cultivating a culture of safety, formation and functioning of safety circles, systematising safety audit, systematic safety inspection of Shop Floor on the basis of safety check lists, practising the concept of "Safety First", and motivating employees to fulfil their obligations towards safety.

A team of three employees from BSP was selected for the Prime Minister's Shram Ratna **Award**. It is a matter of pride that this highest award, which is being conferred for the first time since inception, has been bagged by a SAIL team. In addition one employee from RSP was selected for Shram Vir Award during the year.

As on 31st December, 1997 out of the total manpower, 15.11 per cent were **Scheduled Castes** and 11.20 per cent were **Scheduled Tribes**. Presidential directives on SCs and STs continued to be implemented and monitored on a regular basis.

The Company continued its efforts in the implementation of **Official Language** Policy of the Govt. of India. Emphasis was given to create an environment in which employees voluntarily adopt Hindi in their office work. SAIL's quarterly journal on Official Language 'ISPAT BHASHA BHARTI' received wide acclaim from all quarters. Raw Materials Division, Calcutta & Bokaro Steel Plant were awarded prizes by the Deptt. of Official language, Ministry of Home Affairs for noteworthy implementation of Hindi.

The Company persisted with its commitments of investing in youth particularly at SAIL townships in line with its **Sports** Policy of "Catching them Young". Special thrust this year was given to carry Top Sports to SAIL Townships for inspiring budding sports youth to play National Level game. SAIL Trophy of Cricket wherein eight top Institutional Teams participated consisting of First Class Indian Cricketers and Test Cricketers was won by SAIL. SAIL

Handball Academy at Bhilai was the only Sports Team invited from India at 50 years of Commonwealth Celebration at Edinburgh. Sub-Junior and Junior Teams from SAIL Townships won Gold Medals in Boxing, Athletics, Basketball and Handball in respective Nationals. Bhilai Team of Disabled Cricketers won the National Trophy defeating Bombay Team at Bangalore. SAIL Sports Scholars of Swimming, Chess, Archery and Rifles Shooting created new National Records in respective disciplines.

## IN-HOUSE ENGINEERING

Centre for Engineering & Technology (CET) is continuing to provide design & engineering services to SAIL Plants and its Subsidiaries, in the area of Modernisation, Technological Upgradation and Additions, Modification & Replacement Projects. It has also started providing these services to other Steel Industry, both within the Country and Abroad. Some of the major Projects implemented during 1997-98 includes Modernisation of Rail and Structural Mill (Stage-I, phase-I) at BSP, Revamping of BF No.3 including installation of BLT at RSP and Mechanised Quick Work Roll Changing for finishing group at HSM of BSL. Most of the Projects are aimed at cost reduction and quality improvements. A large number of pollution control and automation schemes have also been engineered by CET.

A lot of interest was evinced from clients outside SAIL and during the year, Design & Engineering services have been provided to INBA Cast House Slag Granulation Plant of COREX 1 & 2 of Jindal Vijaynagar Steel Ltd. (JVSL), Slag Granulation Plant for Birla Copper Project, Dahej, Gujarat, Hot Blast Stoves for 350 cu. meter Blast Furnace of Kudremukh Iron & Steel Ltd., 300 T Hot Metal Mixer for M/s Mukand Ltd. and 1300 T Hot Metal Mixer for JVSL.

## MARKETING OF SERVICES

SAIL Consultancy Division (SAILCON) continued to give thrust to establish SAIL as a leading Engineering and Management Consultant globally. SAIL has made its presence felt for provision of quality services in the domestic as well as international markets. Despite a low key investment climate during the year, orders worth over Rs.221 lakhs could be secured, out of which Rs.160 lakh worth of orders were from foreign clients and about Rs.61 lakhs from Indian clients. This includes two prestigious orders namely: Design, Engineering, Consultancy and Project Management Services for Enlargement, Modernisation & Reconstruction of Blast Furnace-3 of Egyptian Iron & Steel Company (EISCO), Egypt and a World Bank Project for Standardisation of Environment Monitoring of Air, Water, Noise and Formulation of Mitigation Plan for Coal India Limited.

In the international arena, SAILCON has already made a foothold in Egypt, Nepal & Iran and efforts are being made