

I. NEW INITIATIVES

- i) Overburden removal of mines
- ii) Iron Ore beneficiation
- iii) Setting up of plant for manufacture of ferro alloy.

II. NEW BUSINESS

i) Rail Wheel Factory, Bengaluru

Offer has been submitted for processing of steel skulls at RWF, Bengaluru. Since the output of this plant is special steel manufacturing wheel & axle, railway is making technical study regarding suitability of this scrap to be recovered by FSNL for their Steel Melting Shop.

ii) M/S.VISP Bhadravati

FSNL submitted its techno-commercial offer which was finalized after detailed discussions with M/s.VISP. Thereafter the price bid has been submitted. After negotiation revised price bid have also been submitted and negotiation for finalization of the rate is under progress. It was informed that FSNL can start work at VISP from Jan'12.

iii) Salem Steel Plant

After many round of discussions final rates has been submitted and LOI is awaited.

iv) BHEL, Haridwar

- Job commenced at BHEL, Haridwar unit & dispatch commenced from Oct'11 onwards.

v) M/s.Remi Metals Gujarat Ltd.,

The Company has recently finalised the rates, terms and conditions of M/s.Remi Metals Gujarat Ltd., Bharuch, a subsidiary of M/s.Welspun Maxsteel Ltd., for the job of handling of slag and recovery of scrap.

vi) M/s.Maharashtra Elektros melt Ltd., Chandrapur.

As per the discussion held with SAIL, Corporate Office, FSNL submitted its Techno Commercial Offer for the job of Handling of Ferro/Silico Manganese Slag only at MEL, Chandrapur.

vii) ASP, Durgapur

As desired by SAIL that FSNL should also explore the possibility of taking up the job at the special steel plants like ASP, SSP & VISP, discussions with SSP and VISP is already in progress. The formal offer has been submitted.

viii) JSL Stainless Ltd. Hisar, Haryana

JSL Stainless Ltd., contacted FSNL to assign FSNL with complete waste management and metal recovery process of their new Stainless Steel Plant at Jajpur, Orissa which includes complete slag (stainless steel, carbon steel and Fe-CR slag(SAF), dust, sludge and scale generated in their operations) and also running of their existing jigging and briquetting facility. A team from FSNL visited their plant at Hisar, Haryana, based on which scope of work submitted on for confirmation.

ix) Setting up of three Regional workshops for increasing equipment availability.

To increase equipment availability proper workshop facilities situated outside the plant premises was required. Actions have been initiated for acquiring land and other preliminary measures taken in connection with setting up of regional workshops at Asansol (West Bengal), Bhilai (C.G) & Gadag (Karnataka).