

**Policy for sale of Alumina in Bulk in Domestic Market**

National Aluminium Company Limited (NALCO), a 'Navratna' CPSE of Govt. of India introduces Policy for sale of Alumina in Bulk in Domestic Market

**The Salient features of Policy is mentioned below:**

1. The quantity to be sold to bulk customers in the domestic market shall be declared in a month based on the material available for bulk sale during a particular month.
2. The sale shall be made through a tender process.
3. The sale shall be done ex-works from Nalco's Refinery, Damanjodi to any domestic / SEZ customers sales through NALCO's own BTAP rakes. The railway freight including loading & other charges shall be borne by buyer.
4. The domestic bulk buyer shall be responsible for railway co-ordination and ensuring that our rakes return back on time so that our supply-chain is not affected.
5. The demurrage charge on the rakes if any, due to the delay by the buyer shall be borne by the buyer and in case there is any damage to our BTAP rakes then the buyer has to pay for the repairs/replacement as deemed fit by NALCO.
6. The domestic bulk buyer of alumina will not be covered under MOU scheme and also MOU customers will not be eligible under the scheme for domestic bulk sale.
7. A minimum price shall be decided by NALCO for the quantity for each tender.
8. The customer/buyer needs to quote a price for the total bulk quantity, which shall be more than or at least at the minimum price fixed by NALCO. The quantity shall be awarded to the buyer quoting the highest bid. In case there is a tie, the tied buyers shall be requested to submit improved bids. In case there is still a tie, then to discover the final buyer ,draw of lots shall be held in presence of the tenderers who choose to be present.
9. The Railway freight from Ex works Damanjodi to buyer's destination shall be on actuals and should be borne by buyer.
10. The Railway freight charges ,Demurrage ,Repair & maintenance cost and other charges(if any) will be stated in the tender documents.

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