

GOVERNMENT OF INDIA  
MINISTRY OF STEEL

**RAJYA SABHA**  
**STARRED QUESTION NO.\*48**  
FOR ANSWER ON 26/06/2019

**SALES POINT OF RASHTRIYA ISPAT NIGAM LIMITED AT  
JHARKHAND**

\*48. SHRI MAHESH PODDAR:

Will the Minister of STEEL be pleased to state:

- (a) whether it is a fact that the Rashtriya Ispat Nigam Limited (RINL) has closed its sales point in Jharkhand after the year 2012;
- (b) if so, whether Government is planning to open sales point for RINL in Jharkhand;
- (c) if so, the details thereof; and
- (d) if not, the reasons therefor?

**ANSWER**

THE MINISTER OF STEEL

(SHRI DHARMENDRA PRADHAN)

(a)to(d): A Statement is laid on the Table of the House.

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**STATEMENT REFERRED TO IN REPLY TO PARTS (A) TO (D) OF THE RAJYA SABHA STARRED QUESTION NO. \*48 FOR ANSWER ON 26/06/2019 TABLED BY SHRI MAHESH PODDAR, MEMBER OF PARLIAMENT REGARDING “SALES POINT OF RASHTRIYA ISPAT NIGAM LIMITED AT JHARKHAND”**

(a) Rashtriya Ispat Nigam Limited (RINL) had been operating a Consignment Sales Agency (CSA) in Jamshedpur during the period 27.03.2007 to 07.06.2012. The CSA became ineffective as the customers in and around Jamshedpur were preferring to take the material from RINL Branch offices located at Kolkata and Patna and also directly from the plant due to their own logistics issues. Post 2012, RINL is not having any outlet in the State of Jharkhand. The customers in the State of Jharkhand are being serviced from RINL Branch offices located at Kolkata & Patna and also directly from the plant.

(b)to(d): Steel is a deregulated sector. Decisions regarding operations, investments, sales, marketing, etc. is an ongoing process and is taken by the companies based on commercial considerations, market dynamics, etc.

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