

Annexure

9.11.2016

Authority levels in Marketing Department - JAL Rolling Division

SNO.	Particulars	Approving Authority				VP-C
		MM	Sr. Mgr/AGM	DGM	Sr DGM	
		Asst Mgr/Dy. Mgr / Mgr		VS		
1	Maximum 2 Free samples upto 1kgs to customer in a month.	A				
2	Maximum 3 Free samples upto 2kgs to customer in a month.			A		
3	QD approval for Re 1 /kg on offtake of more than 5 MT and above in a calender month, Rs 2 for more than 10 MT and Rs 3 for liftment above 15 MT a month provided the price is on LP and above			A		
4	Approval to Part Despatch of rediness material	A				
5	Approval to reduce upto Re.2/- per kg on Quoted Price above LP during negotiation	A				
6	Approval to reduce upto Rs.3/- per kg on Quoted Price above LP during negotiation			A		
7	Approval to reduce upto Rs.5/- on quoted Price above LP during negotiaon					A
8	Payment Terms LC 30 days interest free on Jindal LC terms.	A				
9	Payment Terms LC 30 days interest free + 30day with interest on Jindal LC terms any amount.	A				
10	Payment Terms 30days PDC against BG, limit upto value of BG	A				
11	Payment Terms 45 days PDC against BG, limit upto value of BG. But he should ensure that interest for 15days @ 15% should recovered.			A		
12	Payment Terms 60 days PDC against BG, limit upto value of BG with interest for additional 30days is added in basic price.			A		
13	Approval to temporary enhance credit limit upto 25% for customers having approved credit limit above 50lakhs.					A
14	Payment Terms - 100% before despatch upto 25 lakhs.	A				
15	Payment Terms - 100% before despatch upto 50 lakhs.			A		
16	Production Release with advance upto 15%	A				
17	Production Release with advance less than 15%			A		

18	Production release without advance of regular customer					A
19	OD interest / late liftment interest waive off approval upto Rs.500/- maximum of 3 cases per month	A				
20	OD interest / late liftment interest waive off approval above Rs.500 to Rs 1000/- maximum of 3 cases per month.			A		
21	OD interest / Late liftment interest waive off approval above Rs.1500 to Rs 2500/- (upto Rs 5000/- per month)					A
22	Old outstandings Waive off approval upto Rs 500/- provided outstanding is more than 180 days.			A		
23	Old outstandings Waive off approval upto Rs 1000/- provided outstanding is more than 180 days.					A
24	Despatch with CD against cheque / Bank deposit slip upto 25 Lakhs for only reputed and big parties with assurance of payment within 3 banking days.			A		
25	Despatch with CD against cheque / Bank deposit slip upto 50 lakhs for only reputed and big parties with assurance of apyment within 3 banking days					A
26	Despatch against collection of 2 % CST payment without C form or differential tax deposit.			A		
27	Short close of Orders			A		
28	Order Cancellation after release of AO provided there is no loss to company.			A		
29	Approval to issue Credit note for QD for which approval already taken from management			A		
30	Despatch to parties having overdue payment or outstanding beyond credit limit					A

- (a) Please note above authorities supersedes all previous powers and authority given earlier to any individual in marketing department.
(b) The above powers and authorities are applicable and implemented with immediate effect.
(c) In the absence of authorised person, his next higher level is authorised to approve.

Pragun Jindal Khaitan