



JRM SHIPPING . &lt;jrmshipping@jindalaluminium.com&gt;

## Fwd: Note for steelco

1 message

**Sanchit Khandekar** <skhandekar@jindalaluminium.com>

Mon, Sep 7, 2020 at 5:44 PM

To: Jitendra Singh Chauhan <jsc@jindalaluminium.com>

Cc: JRM SHIPPING <jrmshipping@jindalaluminium.com>, JRM EXCISE <jrmexcise@jindalaluminium.com>, JRMQTN <jrmqtn@jindalaluminium.com>, Vikram Sharma <vsharma@jindalaluminium.com>

Dear JC,

Please refer below mail of SH. DM regarding process scrap and as per approved in below mail, revised conversion of Steelco will be Rs. 83.90 per kg (after reduction of Rs. 1.0 per kg).

	<b>0.40 mm</b>	<b>0.46 mm and above</b>
Nalco IE07 ingot - 07/09/2020	150.35	150.35
Conversion	83.90	83.90
Basic	234.25	234.25
Minus Color Coating charges of JSW	-34.50	-31.00
Minus Freight charges (D/F - JSW, JSW-D/F and D/F - Customer)	-9.00	-9.00
Minus Packing (HDPE + Wooden Pallet - coil 1 MT 7 above)	-1.50	-1.50
TV Advertisement discount	-10.00	-10.00
NSR	179.25	182.75
Nalco IE07 ingot - 07/09/2020	150.35	150.35
<b>Nett Conversion to JAL</b>	<b>28.90</b>	<b>32.40</b>

Conversion price is inclusive of freight and packing.

Best Regards

Sanchit Khandekar

Dy. Manager - Marketing

M: +91 9900-073-377 | L: +91 8023-715-555 (Ext - 376)

----- Forwarded message -----

From: **Vikram Sharma** . <vsharma@jindalaluminium.com>

Date: Mon, Aug 31, 2020 at 11:07 AM

Subject: Fwd: Note for steelco

To: Sanchit Khandekar <skhandekar@jindalaluminium.com>

**Best Regards,**

**Vikram Sharma**

DGM – Marketing (FRP)

M: +91 9611195353 | L: +91 80-23715555

[www.jindalaluminium.com](http://www.jindalaluminium.com)

----- Forwarded message -----

From: **Deepak Mathur** <[deepakmathur@jindalaluminium.com](mailto:deepakmathur@jindalaluminium.com)>

Date: Mon, Aug 31, 2020 at 10:53 AM

Subject: Re: Note for steelco

To: Vikram Sharma . <[vsharma@jindalaluminium.com](mailto:vsharma@jindalaluminium.com)>

Vikram,

Yes we will reduce their price by Rs. 1.00 / Kg from 1/9/2020 and not except any process scrap in future.

Letter written by you is OK.

DM

On Mon, Aug 31, 2020 at 10:47 AM Vikram Sharma . <[vsharma@jindalaluminium.com](mailto:vsharma@jindalaluminium.com)> wrote:

Dear Sir,

Good morning!

As suggested by your good self that we will not lift the process scrap from Steelco - Cochin, please find attached a mail draft which we will send to the customer. Please suggest if any change is required. Also, for making them commercially understand the loss, can we reduce their price by Rs. 1.00 per kg? By doing this, we can tell them that this is done to compensate for the loss of selling scrap. in three years they have lifted 1900 MT i.e. 633 MT / annum approx. By giving Rs. 1.00 they will get a benefit of 6.30 lacs and which is basically close to 2-2.5 MT of process scrap cost which is getting generated in a year. Their pricing is -

	0.40 mm	0.46 mm and above
Nalco IE07 ingot - 29/08/2020	150.35	150.35
Conversion	84.90	84.90
Basic	235.25	235.25
Minus Color Coating charges of JSW	- 34.50	- 31.00
Minus Freight charges (D/F - JSW, JSW-D/F and D/F - Customer)	- 9.00	- 9.00
Minus Packing (HDPE + Wooden Pallet - coil 1 MT 7 above)	- 1.50	- 1.50
TV Advertisement discount	- 10.00	- 10.00
NSR	180.25	183.75
Nalco IE07 ingot - 29/08/2020	150.35	150.35
<b>Nett Conversion to JAL</b>	<b>29.90</b>	<b>33.40</b>

Out of our total sale to them, sales of 0.40 mm is 10-15%, sale of 0.46 mm is approx 65 - 70%. Balance project sale in 0.56 mm and 0.71 mm for which our realisation is furthermore as JSW charges are less for thick coatings.

Please suggest on the above and on the draft so that we can convince them.

**Best Regards,**

**Vikram Sharma**

DGM – Marketing (FRP)

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