

Invitation for Expression of Interest (EOI) for empanelling marketing partners with  
BHEL-SSTP for selling its products.

**Specification**

**Introduction:**

1. BHEL Seamless Steel Tube Plant (BHEL-SSTP) is a Well Known Tube/Pipe Maker in India and has facilities for the manufacture of seamless steel tubes/pipes both in hot finished and cold drawn forms in Carbon and Low Alloy Steel Grades as required in Utility Power, Petrochemical, Oil & Gas Exploration, Automobile, Boiler Industries, Paper and Sugar Mills etc.
2. BHEL-SSTP located at Tiruchirappalli city in Tamilnadu State of India is well connected by Air, Rail and Road and is 330Kms away from the Port of Chennai.
3. BHEL-SSTP manufactures Seamless Steel Tubes/Pipes using CPE (Cross Piercing Elongation) technology
4. BHEL-SSTP offers seamless Steel tubes/pipes in a wide range of sizes with outside diameter ranging from Ø19mm to Ø133 mm and wall thickness ranging from 2 mm to 12.5mm
5. BHEL-SSTP has advanced facilities for the manufacture of Spiral Finned Tubes, further, the plant has also developed the process and technology for the manufacture of ribbed (Rifled) tubes.
6. BHEL-SSTP is also gearing up for T91 grade tubes production.
7. The tubes manufactured at BHEL are subjected to 100% Non-Destructive testing to ensure supply of quality products.
8. BHEL-SSTP manufactures tubes/pipes in compliance to ASME, DIN2391, BS3059, API 5L, Gost etc. Supply conforming to any other equivalent standards also can be entertained

**Requirement:**

Owing to capacity up-gradation of the Mill to CPE technology, BHEL-SSTP has surplus capacity to market and invites interested tube makers in the world to engage with BHEL- SSTP to market its tubes/pipes to various customers in the world

1. Successful respondents shall be empanelled as marketing partners with BHEL-SSTP for selling its products at specified markets
2. The list of material grades, Billet/Bloom size and tube sizes that BHEL-SSTP typically employs is furnished in **Annexure-1**

**Terms and Conditions:**

1. The interested party responding to EOI (hereinafter referred to as respondent) shall be a Well Known Tube/pipe Maker. Response from traders shall not be accepted.
2. BHEL-SSTP on scrutiny of responses to this EOI would select one or more parties to be empanelled as marketing partners for tubes manufactured by it.
3. Respondents should furnish details of customers to which they supply along with details of purchase order references as proof. BHEL\_SSTP reserves the right to verify the veracity of such claims with each/all of such references.

### **Specification (contd)**

4. The respondent shall indicate typical details of tubes/pipes considered for sale specifying material grades, quality code of compliance, size ranges, annual or monthly off-take quantity and frequency
5. The successful respondent selected for empanelling shall have to sign an MOU with BHEL SSTP, supplemented by an annual working arrangement defining the modalities of fixing the quantum and price for various grades and sizes agreed for sale during specified future periods of time.
6. The respondent shall indicate their normal geographic domains of business operation (specifying names of countries/continents) where they intend to sell/market the products of BHEL-SSTP.
7. Respondents shall not compete with BHEL in any of the designated areas pre-identified and agreed to with BHEL-SSTP.
8. While BHEL-SSTP will grant exclusive rights for marketing to different partners in different geographies, possibilities of clash of interest will be avoided to the best possible extent in the mutual interests of BHEL-SSTP and the empanelled respondent.
9. The MOU will address all pertinent clauses covering enquiry, pricing, order acceptance, inspection, delivery conditions, P&F, freight charges, payment terms, warranty, Liquidated damages, Bank Guarantee etc., if any applicable.
10. The bidder shall indicate a guaranteed off-take quantity of tubes per year
11. The bidder shall market the tubes necessarily disclosing the origin of manufacture using terms "BHEL-SSTP-India"
12. Preference will be given to the parties who could provide technical help in improving BHEL/SSTP's processes in general and particularly in the production of high alloy tubes to T91/P91, T92/P92, T23 grades. Respondent may suitably elaborate on this aspect.
13. The MOU shall be valid for an initial period of 10 years with a provision to extend beyond or terminate before expiry of normal term depending upon business scenario and feedback on partnership performance.
14. In case customers of the respondent require approval of the original tube manufacturer, the respondent shall act as the main agency responsible for obtaining the same and BHEL-SSTP agrees to extend the needed help.
15. BHEL-SSTP reserves the right to market its tubes on its own volition and terms and conditions both inside and outside India, unless otherwise specified/agreed with the empanelled marketing partner

### **Disclaimers**

1. Notwithstanding the declaration made by BHEL-SSTP, the interested parties are advised to make their own assessment on the capabilities of BHEL-SSTP as a tube manufacturer and the quality of its products. BHEL-SSTP neither assumes nor conveys any liability on this account.
2. The decision and choice of empanelment is the sole prerogative of BHEL-SSTP and is non-negotiable.
3. The respondent may have to execute an undertaking for not acting against the business interests of BHEL-SSTP at all times during the currency of the agreement.

## **Specification (contd)**

**Eligibility Criteria** – Necessary documentary proof needs to be furnished for each of the following.

1. Shall be a Well Known Tube/Pipe Maker
2. Shall have min 10 Years of experience in the field of tube manufacturing
3. Shall provide a list of Customers for the recent 2-10 years
4. Shall provide details of Standards and Audit compliance of their manufacturing process
5. 3<sup>rd</sup> party accreditation for their Quality systems as applicable.
6. Shall accord permission for BHEL to visit the factory for evaluation, if needed.

**Commercial Terms** – Respondent may indicate their preferred modalities of enquiry and order processing, pricing, payment terms, packing & delivery, freight, insurance, guarantee, inspection etc., and any other pertinent point describing details.

**List of popular tube sizes and material grade manufactured at BHEL-SSTP**

Raw Material	Finished tube Size (mm)	Grades
200 MM Round	38.10 x 4.00, 4.50, 5.59, 6.00, 7.11, 8.00, 8.13	SA 179
	41.30 x 8.12	SA 192
	44.45 x 6.60, 7.10	SA 106 Gr.B
	44.50 x 4.50, 5.00, 5.60, 6.3	SA 106 Gr.C
	47.63 x 6.00, 8.60	SA 210 Gr.C
	50.80 x 7.11, 7.62, 8.13	SA 210 Gr.A1
	51.00 x 4.50, 5.00, 5.60, 6.00, 6.30	SA 213 Gr.T1
	54.00 x 4.00, 4.50, 5.00, 6.00, 8.64, 9.14	SA 213 Gr.T11
	57.15 x 8.64, 9.14	SA 213 Gr.T12
	63.50 x 4.00, 5.00, 5.20, 5.60, 6.30, 7.10	SA 213 Gr.T22
	69.85 x 4.57, 5.08	SA 335
	76.10 x 4.50, 5.60, 6.30, 7.10	Gr.P11/P22
	108.0 x 4.00, 8.00, 12.5	
	127.0 x 8.00, 12.5	
	133.0 x 12.5	
	<b>Schedule Sizes</b>	
	21.30 x 2.77, 3.73	
	26.70 x 2.87, 3.91	
	33.40 x 3.38, 4.55, 6.35	
	48.30 x 3.68, 5.08	
	60.30 x 3.91, 5.54, 8.74	
	73.01 x 5.16, 7.01	
	88.90 x 5.49, 7.62	
	114.3 x 6.02, 8.56	