



Haldia Petrochemicals Ltd
HO - Marketing
Kolkata

Circular No : HPL / PM / 16-17 / 94
Date : 1-Jan-17

To : All Regional Offices

Sub : Polypropylene price w.e.f. 1-Jan-17

Prices and terms are as per Annexures I to IV attached herewith.

Excise Duty will be charged extra on ex-Haldia supplies as per rates prevailing at the time of delivery.

Ex-stock point rates are inclusive of excise duty . Local tax & duties / VAT would be charged extra at applicable rates.

Chandan Sengupta

Annexure - I

Circular No : HPL / PM / 16-17 / 94
 Effective : 1-Jan-17



EX- WORKS (Haldia) Basic Rate (Rs / MT)

	M 110	M 106	M108	M 103	R 103	F 103 F 103S	T 103 T 105N	F 110	F135 E125	B 200	M 212S	B 202 S	M 307 M 315	M 304	M 312	M310	M 311T	M 340 M 365	U/Powder		PP OG	
																				10 MI	3 MI	
Basic ->>>	84500	90100	84000	91100	91600	90200	87500	88300	88400	92700	96500	95700	92000	92500	91500	93500	95600	93700	81500	81500	80600	
Locational Adjustment																						
WB - South & West	4327	8417	4827	8917	8417	5649	6186	4237	2862	2394	5290	2394	2825	2825	1881	894	1845	2282	4327	4327		
WB - Central	5171	8723	5671	9223	8723	5315	6776	5050	3149	2887	5880	2887	3489	3489	2545	1557	2400	2775	5171	5171		
WB - North	4327	8417	4827	8917	8417	5649	6186	4237	2862	2394	5290	2394	2825	2825	1881	894	1845	2282	4327	4327		
Bihar	5656	8770	5656	8770	8770	7456	3165	4529	2048	2595	5526	2595	5221	5221	4166	3920	4876	4534	5656	5656		
Jharkhand	5191	8678	5191	8678	8678	7687	3096	4084	1595	1889	4754	1889	4455	4455	3460	3154	4060	3828	5191	5191		
Orissa - North East	4457	8269	4457	8269	8269	8248	1490	4116	1317	1861	4688	1861	4295	4295	3355	3055	4064	3804	4457	4457		
Orissa - North West	5414	8836	5414	8836	8836	9066	3903	3879	2673	2317	5209	2317	4836	4836	4113	3806	4605	4260	5414	5414		
Orissa - Rest	4627	7562	4627	7562	7562	8195	2807	3317	1561	1743	4416	1743	4190	4190	3250	2950	3959	3958	4627	4627		
Chattisgarh	2653	8814	2653	8814	8814	7706	2502	2577	2004	2026	4695	2026	4504	4504	3564	3264	4274	4264	2653	2653		
MP - East & North	2976	8494	2976	8494	8494	6338	1417	2411	2358	2660	5329	2660	5247	5247	4306	4007	5015	5003	2976	2976		
Assam, Meghalaya & NES	5607	9309	5607	9309	9309	9756	4043	4286	1591	1326	4193	1326	3138	3138	2193	1887	2767	2757	5607	5607		
TN - Chennai	5322	10561	5322	10561	10561	3885	5006	5439	4610	5089	8220	5089	7720	7720	6790	6490	7500	7490	5322	5322		
TN - West & South	5569	10808	5569	10808	10808	4142	5239	5672	4868	5398	8595	5398	8285	8285	7175	6875	7885	7875	5569	5569		
Pondicherry	5263	10502	5263	10502	10502	3826	4954	5387	4552	5026	8184	5026	7735	7735	7085	6785	7795	7785	5263	5263		
Telangana	3809	8731	3809	8731	8731	2168	2942	3364	2587	3383	6441	3383	5953	5953	5013	4713	5723	5713	3809	3809		
AP	3585	8722	3585	8722	8722	2158	2812	3245	2362	3081	6084	3081	5587	5587	4657	6134	5367	5357	3585	3585		
Karnataka - West & East	4908	10249	4908	10249	10249	2663	4546	4979	4196	4413	7568	4413	7078	7078	6138	5838	6848	6838	4908	4908		
Kerala	7236	12475	7236	12475	12475	5809	6822	7255	6535	6643	9954	6643	9184	9184	8434	8134	9144	9134	7236	7236		
Delhi	1628	7373	1628	7373	7373	2994	1415	1440	1744	1688	4357	1688	4439	4439	3596	3188	4031	4021	1628	1628		
Haryana	1822	7577	1822	7577	7577	3249	1201	1634	1612	1976	4645	1976	4699	4699	3949	3549	4337	4327	1822	1822		
UP - West	2379	8073	2379	8073	8073	2971	1371	1395	1699	1682	4351	1682	4617	4617	3325	3165	4035	4025	2379	2379		
UP - Kanpur	3257	8546	3257	8546	8546	3443	2636	3069	2557	2426	5147	2426	5140	5140	4146	3789	4737	4727	3257	3257		
UP - Varanasi	3537	8791	3537	8791	8791	3437	2908	3341	2829	2600	5735	2600	5486	5486	4341	4185	4881	4871	3537	3537		
Uttaranchal	3706	11268	3706	11268	11268	4007	2201	2634	3254	2276	5149	2276	4850	4850	4157	3270	4225	4215	3706	3706		
Punjab	2044	7269	2044	7269	7269	2865	900	1596	1637	1660	5095	1660	5065	5065	3668	3764	4049	4039	2044	2044		
Chandigarh	1488	7145	1488	7145	7145	2755	790	1213	1527	1393	4062	1393	3987	3987	3307	3000	3767	3757	1488	1488		
Himachal	2731	7559	2731	7559	7559	2810	763	1186	2133	1512	4181	1512	4004	4004	2960	2710	3461	3451	2731	2731		
Jammu	1719	6926	1719	6926	6926	3131	673	1105	763	1426	4095	1426	4130	4130	3180	2880	3890	3880	1719	1719		
Rajasthan - East & Alwar	3323	9659	3323	9659	9659	3701	2702	3135	2623	2715	5384	2715	5649	5649	4345	4499	5055	5045	3323	3323		
Rajasthan - West & South	4242	10408	4242	10408	10408	5054	3479	3912	3840	3493	6691	3493	7254	7254	5705	5952	5929	5919	4242	4242		
Maharashtra - Mumbai & South	5946	11287	5946	11287	11287	4519	5410	5843	5234	5072	8210	5072	8280	8280	7240	6940	7950	7940	5946	5946		
Maharashtra - Khandesh	3646	9805	3646	9805	9805	3037	3943	4375	3753	3767	6838	3767	6548	6548	5608	5308	6318	6308	3646	3646		
Maharashtra - Vidharbha	2295	8444	2295	8444	8444	1676	2421	2334	2401	2468	5479	2468	5189	5189	4259	3959	4969	4959	2295	2295		
Goa	3823	10085	3823	10085	10085	2396	3364	4613	3112	3988	7165	3988	6675	6675	5735	5435	6445	6435	3823	3823		
Gujarat - East & South	5416	10766	5416	10766	10766	3536	4072	4972	4256	4100	7446	4100	6766	6766	5286	5526	6536	6526	5416	5416		
Gujarat-West	6210	12060	6210	12060	12060	4840	5279	6179	5560	5036	8462	5036	7772	7772	6232	6532	7542	7532	6210	6210		
MP - West	3893	9633	3893	9633	9633	2865	3375	4206	3591	3688	6893	3688	6403	6403	5462	5163	6171	6159	3893	3893		
Daman / Silvassa	5856	10686	5856	10686	10686	3918	4306	5147	4020	5117	7897	5117	7397	7397	6457	6157	7167	7157	5856	5856		

Note : The above prices are credit prices.

Annexure - II

Circular No : HPL / PM / 16-17 / 94
 Effective : 1-Jan-17



EX- Stock Point/Warehouse Rates (Rs / MT)

	M 110	M 106	M108	M 103	R 103	F 103 F 103S	T 103 T 105N	F 110	F135 E125	B 200	M 212S	B 202 S	M 307 M 315	M 304	M 312 M 310S	M 310	M 311 T	M 340 M 365	PP OG
WB - South & West	90634	92548	89508	93111	94236	95774	91917	95011	96669	102034	103051	105410	100977	101539	101476	104837	106129	103500	91114
WB - North	92415	94553	91290	95115	96240	97779	93699	96793	98451	103816	104833	107191	102981	103544	103481	106841	108133	105504	92896
Bihar	90848	94055	90286	95180	95743	95646	97025	96391	99294	103516	104494	106891	100186	100748	100810	103337	104624	102871	92823
Jharkhand	90386	93050	89823	94175	94737	94277	96117	95905	98818	103325	104377	106700	99939	100501	100496	103090	104432	102556	91838
Orissa - North East	90943	93209	90381	94334	94896	93346	97656	95602	98864	103090	104184	106465	99817	100380	100312	102900	104127	102282	91570
Orissa - North West	90716	93526	90154	94651	95214	93380	95791	96718	98187	103425	104446	106800	100164	100726	100414	103009	104474	102724	92419
Orissa - Rest	90955	94233	90392	95358	95920	93633	96378	96704	98792	103425	104692	106800	100164	100726	100659	103246	104474	102337	91773
Chattisgarh	93934	93677	93372	94802	95365	95037	97480	98295	99052	103865	105137	107240	100664	101226	101159	103746	104972	102846	92532
MP - East & North	94043	94570	93481	95695	96257	97107	99173	98955	99127	103624	104896	106999	100360	100922	100856	103443	104671	102546	93004
Assam, Meghalaya & NES	92344	95070	91782	96195	96757	94680	97479	98105	101249	106385	107435	109760	104150	104713	104650	107245	108617	106491	94264
TN - Chennai	92956	93362	92393	94487	95050	100985	96129	96542	98144	101885	103195	105260	98695	99257	99179	101766	102992	100866	93998
TN - West & South	93347	93753	92784	94878	95441	101365	96461	96874	98523	102132	103442	105507	98729	99291	99415	102002	103229	101102	94593
Pondicherry	93309	93715	92746	94840	95402	101338	96442	96855	98497	102211	103522	105586	98965	99527	99134	101721	102947	100821	94253
Telangana	93940	94703	93378	95828	96391	102200	97814	98238	99703	103167	104480	106542	99966	100529	100461	103049	104275	102149	93361
AP	93646	94167	93083	95292	95855	101664	97473	97886	99409	103021	104334	106396	99831	100394	100315	102157	104129	102002	92875
Karnataka - West & East	93666	93957	93104	95082	95645	102604	96864	97277	98854	102864	104174	106239	99662	100225	100157	102745	103971	101845	94215
Kerala	92629	93035	92067	94160	94723	100647	95710	96123	97806	101761	103071	105136	98875	99437	99156	101744	102970	100844	95622
Delhi	96034	96364	95472	97489	98052	101403	99649	100521	100291	105192	106465	108567	101802	102365	102188	104897	106311	104185	93479
Haryana	95882	96208	95319	97333	97896	101191	99956	100369	100506	104934	106206	108309	101584	102147	101866	104566	106041	103915	93544
UP - West	95093	95469	94531	96594	97156	101321	99603	100475	100246	105102	106375	108477	101494	102056	102385	104815	106199	104072	93382
UP - Kanpur	93817	94612	93255	95737	96299	100465	97891	98304	98992	103977	105191	107352	100581	101144	101137	103789	105085	102959	93094
UP - Varanasi	93237	94037	92674	95162	95725	100173	97320	97733	98421	103516	104265	106891	99894	100456	100619	103045	104624	102497	92829
Uttaranchal	93931	91724	93369	92849	93411	100005	98999	99413	98827	104765	105807	108140	101082	101644	101298	104546	105835	103709	93713
Punjab	95884	96838	95322	97963	98525	101905	100546	100663	100730	105541	105951	108916	101456	102018	102464	104607	106649	104522	93796
Chandigarh	96378	96830	95815	97955	98517	101881	100538	100963	100722	105710	106982	109085	102520	103082	102723	105318	106817	104691	93665
Himachal	95035	95904	94473	97029	97592	101359	100624	101048	100096	105631	106904	109006	102040	102602	102652	105184	106701	104575	93720
Jammu	96932	97991	96369	99116	99678	102373	101483	101896	102394	106486	107759	109861	103274	103836	103780	106367	107594	105467	94478
Rajasthan - East & Alwar	94001	93650	93439	94775	95338	100465	98075	98488	99177	103910	105182	107285	100299	100861	101204	103280	105017	102891	93352
Rajasthan - West & South	93842	93791	93279	94916	95479	99927	98075	98488	98682	103910	104587	107285	99478	100040	100657	102629	105017	102891	94227
Maharashtra - Mumbai & South	92333	92624	91770	93749	94311	100350	95744	96158	97520	101975	103285	105350	98144	98706	98751	101339	102565	100439	94068
Maharashtra - Khandesh	94231	93602	93668	94727	95289	101328	96783	97196	98499	102830	104140	106205	99404	99966	99899	102486	103712	101586	93456
Maharashtra - Vidharbha	95145	94527	94582	95652	96214	102253	97955	98954	99412	103752	105062	107127	100326	100889	100810	103397	104624	102497	92916
Goa	95108	94364	94546	95489	96052	103126	98391	97886	100296	103539	104849	106914	100337	100900	100832	103420	104646	102520	94413
Gujarat - East & South	92496	92777	91933	93902	94464	101023	96865	96752	98188	102684	103712	106059	99415	99977	100517	102497	103724	101597	93683
Gujarat-West	92408	92127	91846	93252	93814	100362	96223	96111	97527	102346	103375	105721	99089	99651	100259	102171	103397	101271	94399
MP - West	94127	93969	93564	95094	95657	101696	97576	97541	98855	103074	104252	106449	99741	100304	100237	102824	104052	101928	93610
Daman / Silvassa	91958	92824	91395	93949	94511	100550	97077	97031	98411	101500	103161	105389	98661	99224	99156	101744	102970	100844	94158

Note :
 The above prices are credit price inclusive of Excise Duty.
 Cash Discount of Rs 1100 PMT is applicable.
 Taxes & duties would be applicable extra at prevailing rates.
 Local freight, handling and transit insurance costs are to be borne by the customer.

Annexure - III

Circular No : HPL / PM / 16-17 / 94

Effective : 1-Jan-17

**Terms and Conditions for Sales**

A	Ex-plant Price	Basic price per MT for PRIME grades on credit terms are given in Annexure - I . Basic price of non-prime (NP) grades would be cheaper by Rs 800 PMT compared to corresponding prime grades.																																	
B	Ex-Stock / HPL Warehouse prices	Credit prices for prime grades are as per Annexure - II which include excise duty. Local Sales Tax/Levies are applicable extra at prevailing rate. Local freight, handling & insurance are to be borne by customer. Non-prime grades would be cheaper by Rs 900 PMT compared to corresponding prime grades.																																	
C	Excise Duty	On ex-plant sales , excise duty would be applicable on adjustment of Locational Adjustment factor and Cash Discount from Basic price. Present rate of excise duty is 12.5%.																																	
D	Sales Tax	On ex-plant sales VAT would be applicable extra at the prevailing rate for sales within West Bengal																																	
E	Freight	Would be applicable extra upto destination at actual rate on ex-plant sales																																	
F	Credit period	Interest free credit period of 14 days from date of sales on ex-plant / ex-stock /ex-warehouse basis (excluding date of invoice). In case customer fails to pay within due date , penal interest would be charged as per applicable norm. The Prompt Payment Incentive is Rs 75/MT per day.																																	
G	Cash Discount	Applicable @ Rs 1100 PMT on pre-excise basis for ex-plant sales and on post-excise basis for ex-stock/ex-warehouse sales																																	
H	Quantity Linked Incentive	Applicable to all customers on completion of lifting of following quantities in a calender month. This discount would be settled through post-sale credit note in the following month. Both ex-plant and ex-stock lifting can be combined for entitlement of QLI. Combination of prime , non-prime and experimental grades are entitled to QLI.																																	
		<table border="1"> <thead> <tr> <th>Quantity</th> <th>15 MT</th> <th>30 MT</th> <th>60 MT</th> <th>100 MT</th> <th>200 MT</th> <th>300 MT</th> <th>400 MT</th> <th>500 MT</th> <th>600 MT</th> <th>700 MT</th> </tr> </thead> <tbody> <tr> <td>QLI</td> <td>300</td> <td>400</td> <td>450</td> <td>550</td> <td>650</td> <td>700</td> <td>750</td> <td>800</td> <td>850</td> <td>900</td> </tr> <tr> <td>Contract QLI</td> <td>260</td> <td>350</td> <td>390</td> <td>480</td> <td>570</td> <td>610</td> <td>660</td> <td>700</td> <td>740</td> <td>790</td> </tr> </tbody> </table>	Quantity	15 MT	30 MT	60 MT	100 MT	200 MT	300 MT	400 MT	500 MT	600 MT	700 MT	QLI	300	400	450	550	650	700	750	800	850	900	Contract QLI	260	350	390	480	570	610	660	700	740	790
Quantity	15 MT	30 MT	60 MT	100 MT	200 MT	300 MT	400 MT	500 MT	600 MT	700 MT																									
QLI	300	400	450	550	650	700	750	800	850	900																									
Contract QLI	260	350	390	480	570	610	660	700	740	790																									
I	Contract sales	Ex-plant customers with a minimum of 60 MT lifting in a month can enter into contract with HPL . Qty Linked Incentive(as per above Contract Rate) should be adjusted against basic price on pre-excise basis. In case a customer fails to lift the contractual quantity - debit note would be raised to the extent of difference between contract QLI rate & applicable QLI rate on actual offtake along with penalty @ Rs 200 / MT on the unfulfilled contractual quantity.																																	
J	Territory	As per Annexure - IV attached. Locational Adjustment would be applicable accordingly.																																	
K	Others	Cut & Torn Bags : Post sales Discount @ Rs 800 PMT subject to physical inspection & weighment of bags by HPL personnel. Standardised Non-Prime Grades : M103sNP, M106s NP and M108s NP grades to remain Rs 800/MT lower than corresponding NP grades																																	

Annexure -IV

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**Territory Division**

Sl No.	Territory	Districts
1	West Bengal (South & West)	Kolkata, Howrah, North & South 24 Paraganas, Hooghly, Purba & Paschim Medinipur, Purulia
2	West Bengal (Central)	Bardhaman , Bankura, Birbhum, Murshidabad & Nadia
3	West Bengal (North)	Darjeeling, Jalpaiguri, Alipurduar, Uttar & Dakshin Dinajpur , Cooch Behar, Malda
4	Orissa (North-East)	Mayurbhanj , Balasore , Bhadrak, Jajpur
5	Orissa (North-West)	Sundargarh, Jharsuguda, Bargarh, Sambalpur, Deogarh, Sonapur
6	Orissa (Rest)	All other districts of Orissa
7	Meghalaya & NE states	Meghalaya, Arunachal, Manipur, Tripura, Nagaland, Mizoram
8	Assam	Guwahati and all other district of Assam,
9	MP (East)	Balaghat, Chattarpur, Damoh , Dindori , Jabalpur , Katni , Rewa, Mandla, Narshimhapur , Panna , Satna , Sagar , Sewni, Shadol , Sidhi , Tikamgarh, Umaria.
10	MP (North)	Guna, Shivpuri, Sheopur, Gwalior, Datia, Morena, Bhind
11	MP (West)	Badwani , Betul , Bhopal , Dhar , Indore , Khandwa , Ratlam, Shajapur, Ujjain , Nimar , Chhindhara
12	Maharashtra - Mumbai	Mumbai , Ahmednagar , Dhule , Nashik , Pune , Raigarh , Thane
13	Maharashtra - South	Ratnagiri, Satara, Sangli, Kolhapur, Sindhudurg, Solapur
14	Maharashtra - Khandesh	Aurangabad , Beed , Jalna , Jalgaon , Hingoli , Latur , Parvani , Nanded , Buldhana,
15	Maharashtra - Vidharva	Nagpur , Akola , Amravati , Bhandara , Chandrapur , Garhchiroli , Wardah , Gondia Yavatmal
16	Tamilnadu (Chennai)	Chennai , Kanchipuram , Thiruvallur , Thiruvannamalai , Vellore , Viluppuram Cuddalore
17	Tamilnadu (West)	Dharmapuri, Salem, Namakkal, Erode, Coimbatore, Udyagamandalam
18	Tamilnadu (South)	Madurai and all other districts in TN
19	Uttar Pradesh (Varanasi)	Varanasi , Chandauli , Allahabad , Mirzapur , Jaunpur , Gorakhpur , Deoria , Mau , Ghazipur , Ballia , Kushinagar.
20	Uttar Pradesh (Kanpur)	Kanpur , Unnao , Lucknow , Barabanki , Jhansi , Fatehpur , Raiberrili, Sultanpur Basti , Auriya , Sitapur, Etawah
21	Uttar Pradesh (West)	Agra , Aligarh , Badaun , Baghpat , Bareilly , Baraut , Bijnor , Bulandsahar , Etah , Firozabad , Gaziabad , Mathura , Meerut , Moradabad , Muzzafarnagar , Rampur , Saharanpur , NOIDA.
22	Rajasthan (East)	Jaipur , Jhunjhuna , Bharatpur , Dausa , Sikar, Karauli , Dhaulpur, Swai- Madhopur, Tonk, Bundi, Kota, Baran, Jhalawar
23	Rajasthan (Alwar)	Alwar
24	Rajasthan (West)	Bikaner , Azmer & other districts of Rajasthan.
25	Rajasthan (South)	Udaipur, Sirohi, Dangarpur, Banswara, Chittaurgarh, Bhilwara
26	Karnataka (West)	Belgum, Dharwad, Uttar Kannad, Haveri, Shimoga, Udupi, Dakshin Kannad
27	Karnataka (East)	Bangalore and other districts of Karnataka
28	Andhra Pradesh (AP)	Srikakulam, Vizianagaram, Vishakhapatnam, East & West Godavari, Krishna, Guntur, Prakasam, Nellore , Kurnool , Ananthpur , Cuddapah , Chittoor
29	Telangana	Hyderabad , Adilabad, Nizamabad, Karimnagar , Medak , Warangal, Khammam , Ranga Reddy, Nalgonda , Mehboobnagar.
30	Gujarat (East)	Ahmedabad , Anand, Basankanta , Baruch , Dahod , Gandhinagar, Kheda , Mehsana, Narmada , Panchmahal , Patan , Sabarkantha, Surendranagar, Vadodara
31	Gujarat (South)	Surat, Navsari, The Dangs, Valsad
32	Gujarat (West)	Amreli , Bhavnagar , Jamnagar , Junagadh , Kachchh, Porbandar , Rajkot