

RAJASTHAN FINANCIAL CORPORATION  
(FR-ARRC)

CIRCULAR  
(ARRC 93)

No. Ref. RFC/HO/FR-ARRC/Gen-77/2004-05/ 937 18<sup>th</sup> September, 2004  
22

Sub : **Scheme for disposal of units under Special Sale Drive : 2004-05**

While reviewing the progress of the Counter Sale scheme which launched vide circular No.PG/1059 dated 29.5.2004, it has been observed that the result has not been encouraging. In order to boost up the disposal of units where loan amount sanctioned is upto Rs.10.00 lakh, it has been decided to launch Special Sale Drive (SSD) for the disposal of such units under possession.

The eligibility criteria/coverage of the scheme :-

- i) Eligibility:
- i) All units excluding court stay cases having sanctioned amount upto Rs.10.00 lakh where the fixed assets were taken into possession on or before 31.3.2003 and 4 or more attempts have been made for disposal but could not be disposed-off.
  - ii) All Transport cases and units under possession where loan only for P&M was advanced in rented premises which were taken over on or before 31.3.2004 and 3 or more attempts have been made for disposal, but could not be disposed off.
- ii) Period of drive : Third week of each month upto February,2005 and for March,2005 programme should be chalked out in such a way that sale could be materialised by 31.3.2005.
- iii) Publication of NIT : DGM(R) will decide tender dates of different branches working in his jurisdiction in consultation with Branch Manager concerned and accordingly auction dates may be got published by DGM(R) as per norms.
- iv) Authority to sell the unit : The RO level Sale cum Negotiation Committee is authorised to finalise the sale price without considering rider of MRV, amount disbursed and any higher offer received in the past.
- v) Quorum : 4 including 1 outside member as per existing norms.

vi) Terms & conditions : Terms & conditions will be same as circulated vide ARRC No.55 dated 24.10.2002.

vii) Strategy : Eligible scheme of the Special Sale Drive be distributed among the officers / staff of the BO and they should visit in their area, contact the intending purchaser and persuade them to purchase the assets of the unit under possession.

Wide publicity through leaflets / pamphlets in the local newspapers as per PG circular No.823 and if necessary through hiring of auto-rickshaw shall be carried out by Branch Manager / DGM(R).

The bidders who participated in the earlier auction be also informed about the auction programme so that they can make up their mind to participate in the SSD. Copies of the NIT may also be sent to the Industrial Association(s) of the area.

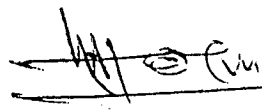
Entrepreneurs working in the same line may be personally contacted so that they may also participate in the auction programme.

**Notes:**

1. Intimation to original promoter(s) / partners / directors of the unit / Company regarding auction programme be despatched well in advance informing him / them to be present in person or to depute / send their authorised representative to fetch better price of the assets on the date of auctions, failing which the Corporation will be free to dispose of the assets of the unit/concern at the best available price without further notice to him / them.
2. Notice of the meeting to the members of the committee may be sent well in advance.
3. The Special Sale Drive shall be substituted to the existing Counter sale scheme for the current financial year.
4. Concessions / facilities declared by State Government shall also be available as per norms.
5. Decision shall be taken by the Sale Committee on the spot and minutes shall be recorded immediately and signed by each and every member of the Committee.

6. It will be ensured by Branch Manager / DGM(R) concerned that no unit identified under Special Sale Drive shall remain un-disposed off as far as possible as full powers have been delegated to RO level Sale-cum-Negotiation Committee as the Corporation has not been able to dispose off such units despite of putting them into auction for 4 times or more.
7. Branch Manager and DGM(R) shall regularly monitor the progress being made by the officer(s) / staff to whom responsibility has been assigned for contacting the intending purchasers / parties so as to dispose off the maximum such units under possession.
8. Sale proceeds shall be distributed in 70:30 ratio among RFC and State Government Departments as per policy circulated vide Government orders dated 5.4.2002 & 25.2.2003. Purchaser will be liable to make IPI dues of RIICO.
9. Progress of the sale will be intimated to ARRC, HO immediately after completion of each auction programme.

All concerned are advised to take a note of the above and ensure complete success of the Special Sale Drive (SSD).

  
(Mahavir Singh) 12/9  
Executive Director

Copy to:

1. All ROs/BOs/SOs.
2. DGM(WZ), Jodhpur / Ajmer
3. Standard circulation in HO.