



AmulFed Dairy

A UNIT OF GUJARAT CO-OPERATIVE MILK MARKETING FEDERATION LIMITED

(Previously Known as Mother Dairy, Gandhinagar)

Ref:AFDG: UTILITY: FUEL: RLNG LNG

Date:31.12.2021

Request for Quotation (RFQ)

1. AmulFed Dairy (A Unit of GCMF Ltd having its registered Office at Amul Dairy Road, Anand, Gujarat, India –388001), has set up a Mega Dairy (AFDG) of 5000 KLPD (Asia’s largest multi-products Dairy) at Bhat Near Indira Bridge Ahmedabad Gandhinagar Highway Bhat Gandhinagar 383428 Gujarat India.
2. AFDG has established its own NG fired 6 numbers boilers (15 TPH 3N 10 TPH 2 N 12 TPH 1 N) for process steam requirement (Peak 50 TPH) and also wish to set up Cogeneration (CCHP) Captive Power Plant (CPP) for supporting its power and steam requirement. The capacity of CPP shall be as follows:
 - a. Gas Turbine Generator: 6.3MW.
 - b. Heat Recovery Steam Generator (HRSG): 19 TPH.
3. AFDG also wish to set up LNG filling stations for its transport vehicles in near future.
4. As AFDG will be taking NG/RLNG for operational activities, AFDG intends to procure NG/RLNG/ LNG on Firm basis for period starting from 01st Feb 2022 to 31st January 2027 (5 years extendable on mutually agreed terms and tariffs).
5. **For PNG/RLNG supply, effective date can be from 1st February 2022. For LNG supply, effective date of supply will be from the date of commissioning of AFDG LNG storage system and AFDG is ready to take delivery of LNG once all statutory compliances are completed in all respect and all other dates will be reckoned in respect from this date**
6. Natural Gas (NG)/Re-gasified Liquefied Natural Gas (RLNG) can be supplied via pipeline and as an another option, LNG can be supplied through Cryogenic LNG transport tank to AFDG Bhat Gandhinagar, situated in Gandhinagar Municipal Corporation (GMC) with following details:

Unit	AmulFed Dairy (A Unit of GCMF Ltd having its registered Office at Amul Dairy Road Anand Gujarat India –388001), at Bhat Near Indira Bridge Ahmedabad Gandhinagar Highway Bhat Gandhinagar 383428 Gujarat India
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7. Hence, AFDG invites offers in two bid format, from gas suppliers for “Supply of Natural Gas (NG)/Re-gasified Liquefied Natural Gas (RLNG) / LNG to be delivered at AFDG delivery point(s)” for a period from **01st Feb 2022 to 31st January 2027 (5 years extendable on mutually agreed terms and tariffs).**

Amul SAGAR

Plot No. 35, Nr. India Bridge, Ahmedabad – Gandhinagar Highway, Village: Bhat, Dist.: Gandhinagar, PIN 382 428

Tel. No.: (079) 23969055 – 58, Fax No.: (079) 23969059

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8. The Gas requirements shall be as follows:

Delivery Points	Daily Contracted Quantity	Total Contracted Qty.	Type of Contract
AFDG	50,000 SCMD (@8350 KCal/SCM) 1657 MMBTU/Day on annual average basis with 70% MGO (35,000 SCMD) on quarter average basis	18,250,000 SCM/Annunum 604,705 MMBTU	Fixed term, market linked priced

The Quantity vary daily due to seasonal impact of milk inflow based on the capacity available and operational scenario and product mix of AFDG.

There shall be no concept of excess gas and AFDG shall be supplied with any quantum of gas at the market linked price.

AmulFed Dairy is owned by 36 Lakh farmers and all year end surpluses are distributed to the farmers and hence is not a profiteering corporate. Hence Good faith must prevail and supplier is obligated to procure and supply gas at the lowest price possible availing the opportunities of lower spot prices than market linked price offered.

9. You are requested to submit the proposal in two attachments (Part –A Technical Bid and Part –B Priced bid), vide courier/email mentioning the subject, email should be marked to sunil@amul.coop, palak.shah@amul.coop, latest by **25-01-2022, 14:00 HRS IST**.

Other details of the RFQ are available in Annexures attached.

Annexure-1	Instruction To Bidders
Annexure-2	Proposal
Annexure-3	Price bid format
Annexure-4	NG/RLNG/ LNG Specification for AFDG Process boilers, air heaters and in future Captive Power Plant (CPP), Future LNG fueling station for milk transport tankers and vehicles

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Annexure 1

Instruction to Bidders

1. GENERAL INSTRUCTIONS

- 1.0 Bids that are incomplete in any respect or those that are not consistent with the requirements as specified in this Tender may be considered Non-Responsive.
- 1.1 **Strict adherence to formats/conditions, wherever specified, is required. Non-adherence to formats may be a ground for declaring the Bid Non-Responsive.**
- 1.2 All Non-Responsive bids shall be liable for rejection at the sole discretion of AFDG. No claim from bidders shall be entertained in this regard.
- 1.3 All communication and information shall be provided in writing and in English language only. All communication and information provided shall be legible, and wherever the information is given in figures, the same shall also be mentioned in words. For supporting documents and printed literatures submitted in any other language, an equivalent English translation shall also be submitted. Responsibility for correctness in translation shall lie with the bidder. In case of any conflict, for the purpose of interpretation of the bid, English translation shall govern.
- 1.4 AFDG reserves the right to cancel or annul the tender or part thereof, without assigning any reason whatsoever.

2. BIDDING DOCUMENTS

3. Cost Of Bidding

The Bidder shall bear all costs associated with the preparation and submission of the Bid, and AFDG will in no case, be responsible or liable for these costs, regardless of the conduct or outcome of the bidding process.

4. Content of Bidding Documents

The Bidding Documents/ Tender Documents are those stated below and should be read in conjunction with 'Addendum', if any.

5. AFDG may, for any reason whether at its own initiative or in response to the clarifications requested by the prospective bidder, issue an amendment in the form of an addendum during the bidding period. Any addendum thus issued shall become part of the Tender and bidders shall submit the RFQ and addendum duly signed and stamped in token of their acceptance to the terms and conditions.

6. **Power of Attorney:** The bidder shall clearly indicate their legal constitution and the person signing the Bid Document shall state his/her capacity and also source of ability to bind the bidder. The copy of power of attorney or authorization, or any other document consisting of adequate proof of the ability of the signatory to bind the bidder, shall be annexed with the Bid Document. Bid Document not supported by proof for authorized signatory will not be

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considered. All the future correspondence related to this RFQ will be made with the authorized signatory.

7. The Bid (and any additional information requested subsequently) shall bear the signature of the Authorized Signatory and stamp of the entity thereof on each page of the Bid. Bidder to ensure that there are no over-writings in the bid document. In case of any correction made, the same should be properly attested by the person signing the bid.
8. You are requested to send the proposal in two attachments (**Technical Bid and Priced bid**) vide email, marked **topalak.shah@amul.coop, sunil@amul.coop** Instructions for sending offer through email.
 - a) The offer should be sent vide email in two Parts viz. Part- A) Technical Part B) Part- B Priced bid.
 - b) Bidder to ensure that both the parts shall be sent through courier/email to AFDG.
 - c) Part –A - **The technical Offer should not indicate the prices.** The technical offer must contain the RFQ document including the Amendment if any duly sealed and signed as a token of acceptance of the Conditions.
 - d) Bids received after the above mentioned deadline will be rejected summarily.
 - e) AFDG takes no responsibility for delay or non-receipt of bid sent by courier/email. Bids received through Fax/Telex/Telegraphic shall be rejected.
 - f) In case unscheduled holiday is declared on the closing day of the tender, next working Day will be treated as scheduled prescribed Day of closing of tender. Then notified remain the same.
9. Bidders shall be required to submit Bids against the RFQ clearly identifying the category of Fuel Supply i.e. (RLNG/NG/ LNG).
10. To arrive at the total delivered price at delivery point for the purpose of evaluation, Bidder shall necessarily quote as per the details mentioned in Annexure-2.

3.0 Criteria for Evaluation:

3.1 Suppliers shall quote for the Contracted quantity as mentioned at para 4 of Annexure-2.

3.2 Evaluations shall be done as mentioned below:

Table-A of price bid format (Connectivity to AFDG)

Gas suppliers will be shortlisted/selected based on competitiveness of the offer on the basis of considering Henry Hub as USD --- / MMBTU and total delivered price till AFDG premises inclusive of all applicable taxes and considering transportation from loading point/ Entry Point till AFDG premises.

The price furnished shall be inclusive of all taxes and duties till Ex-terminal (AFDG Entry Point).

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The transportation tariff to transport RLNG/ LNG from Loading/ Entry point till AFDG premises shall be borne by Buyer as per applicable tariff Zone.

3.3 Evaluation methodology:

Bidders shall be required to quote RLNG/ LNG formula as per Annexure-3.

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ANNEXURE-2

Technical Proposal

- A. Bidders are requested to submit the proposal for supply of NG/RLNG on Fixed term, market linked price basis as per the specification mentioned at Annexure-04 indicating the following:

1.	Seller (To be filled by Bidder)	:					
2.	Delivery/Entry Point (Custody Transfer Point)	:					
3.	Quantity distribution (NCV:8350 kcal/sm ³)	:	<table border="1"><tr><td>AFD requirement</td><td>Bidder response</td></tr><tr><td>50000 SCMD on annual average basis with MGO obligation of 70% (35000 SCMD) on quarterly average basis. No price change in case quantity increases beyond 50000 SCMD.</td><td></td></tr></table>	AFD requirement	Bidder response	50000 SCMD on annual average basis with MGO obligation of 70% (35000 SCMD) on quarterly average basis. No price change in case quantity increases beyond 50000 SCMD.	
AFD requirement	Bidder response						
50000 SCMD on annual average basis with MGO obligation of 70% (35000 SCMD) on quarterly average basis. No price change in case quantity increases beyond 50000 SCMD.							
4.	Duration	:					
5.	Source of Supply (To be filled by bidder)	:					
6.	Validity of Offer (To be filled by bidder)	:					
7.	Pressure (In case of NG/RLNG supply)	:	---- bar (g) at entry of AFDG's existing PNG piping network (Required at least 3 bar (g))				

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9.	Seller's Shortfall	<p>AFDG is continuously running fully automated plant 24 hours a day 7 days a week and hence supply interruptions is not at all acceptable since milk is a highly perishable commodity and falls under essential services.</p> <p>Hence bidder is requested to take note of this requirement and ensure fuel supply will be on continuous basis without any disturbance in smooth Dairy operations.</p>
10.	Price Linking	<p>Pricingshallbeasfollows: PriceshallbelinkedtoHenryHubwithHHS%Slope, JCC with SJCC % slope and H% HH and J% JCC Bidderhastoquotefollowing in price bid:</p> <p>Contract Sales Price (USD/MMBTU) = HHS%* HH *H%+SJCC%*JCC*J% +Y +A</p> <p>Where; HH Slope=HHS % JCC Slope=JCCS %</p> <p>"HH" -Arithmetic mean of final settlement pricesof HH futures contract on NYMEX for a period oftwelve months prior to, and including, the deliverymonth. "JCC" -Arithmetic mean of final settlement pricesof JCC futures contract on ----- for a period oftwelve months prior to, and including, the deliverymonth.</p> <p>BidderhastoQuote"LiquefactionandTransportation ChargesandRegasificationCharges" if applicable</p> <p>Liquefaction+Transportationfromsupplyterminaltil IAFDGdeliveryPoint(USD/MMBTU)</p> <p>RegasificationCharges if applicable(INR/MMBTU)</p> <p>All otherINRcomponentshallbequotedinprice in details so that no hidden cost remains</p>

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11.	Taxes	:	v%VATshallbeapplicableforsaleswithinGujarat. c% shall be applicable against Form -I for salesfromoutsideGujarat. VATNo. GSTNo.
12.	BusinessDays	:	BankingDaysatAhmedabad and Gandhinagar
13.	BillingandPayment	:	Fortnightly invoices shall be raised which wouldbepayableinfullwithin7Businessdaysofreceiptof invoice. Bidder to submit the detailed condition of billingandpaymentinthedraftGSPA. *Invoices shall mention the Shipping address asAFDG andthehardcopyshallbemarkedto General Manager-AFDG
14.	ExchangeRate	:	ForthepurposeofConversionofUSDollartolNR,SBI-TTsellingrateasonthelastdateoffortnightwill beused.
15.	Security	:	Buyer shall submit security in the form revolvingLC/irrevocableBankGuaranteebefore commencement of supply equivalent to Nineteendays (19) days' supply valid up to 10th day of theJanuary2026. *Incaseofanydeviationinno.ofdaysconsidered for ascertaining BG/ SBLC value apartfrom 19 days(as per RFQ) , a loading factor as perpara 3.2 of Annexure-1, of bank charges shall beaddedinpriceoftherespectivebidderandthethelowest priced bidder shallbe derived. OR CorporateGuaranteeinsteadofLC/BGassecurityfromAFDG. Bidderswhoareoptingforsame,adiscounting

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			Factorasperpara3.3ofAnnexure-1shallbeconsideredintheirpricewhileevaluatingbids.
16	Jurisdiction	:	Court in Ahmedabad (Gujarat) will have Jurisdiction.
17	Confidentiality	:	NeitherpartyshallcommunicatetoanythirdpartythecontentsoftheRFQ/agreementorother confidential information or documents that may come into the possession of such party inconnectionwiththeperformanceoftheoff-take/agreement.
18	EndorsementofInvoicesfrom CustomAuthorities	:	The original invoices (mentioning the Source ofsupply) along with Form-402 shall be submittedto AFDGwithin 5daysforendorsementfrom CustomAuthorities.
19	ForceMajeure		<p>i. The term "Force Majeure" means any event orcircumstanceorcombinationofeventsorcircumstancesthataffectstheperformanceofa Party (either SELLER or BUYER referred to asParty (either SELLER or BUYER referred to as'Affected Party') of its obligation pursuant tothetermsofthisAgreement(includingby preventing,hinderingordelayingsuchperformance) , but only ifandtotheextentthatsucheventsand circumstances are notwithin the Affected Party's reasonablecontrolandwerenotreasonably foreseeable and theeffects of which the Affected Party could nothavepreventedorovercomebyactingasa ReasonableandPrudentOperatoror,bytheexercise ofreasonable skillandcare. ForceMajeure and circumstances shall in any eventinclude the following events and circumstancesto the extent they or their consequences satisfytherequirementssetforthaboveinthis Clause</p> <p>a) TheeffectofanyelementorotheractofGod, includinganystorm,flood,drought,lighting, earthquake,tidalwave,tsunami,cycloneorother naturaldisaster;</p> <p>b) fire, accident, loss or breakage of facilities orequipment,structuralcollapseorexplosion;</p>

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			<p>c) epidemic, plague or quarantine;</p> <p>d) air crash, shipwreck, or train wreck;</p> <p>e) acts of war (whether declared or undeclared), sabotage, terrorism or act of public enemy (including the acts of any independent unit or individual engaged in activities in furtherance of a programme of irregular warfare), acts of belligerence of foreign enemies (whether declared or undeclared), blockades, embargoes, civil disturbance, revolution, rebellion or insurrection, exercise of military or usurped power, or any attempt at usurpation of power;</p> <p>f) strike, lockout or other industrial disturbances which are not instigated by the employer;</p> <p>g) radioactive contamination or ionizing radiation; or</p> <p>h) any unlawful or discriminatory delay, modification, denial or refusal of any Relevant Authority to grant or renew, or any revocation of any required permits, clearances, or approvals;</p> <p>ii. Notwithstanding to anything contrary in this Clause, Force Majeure shall not include –</p> <p>a) Any event or circumstance affecting facilities other than SELLER'S Facilities, BUYER'S Facilities, LNG Supplier's Facilities, LNG Ship or Transporter's Facilities; or</p> <p>b) The non-availability or lack of funds or failure to pay money when due.</p> <p>iii. No failure, delay or omission by SELLER to fulfil any of its obligations under this Agreement (other than the obligation to make payments when due) shall give rise to any claim against SELLER or be deemed to be a breach of this Agreement if and to the extent such failure, delay or omission arises from any event of Force Majeure that affects SELLER'S facilities (each an event of "SELLER Force Majeure").</p> <p>iv. No failure, delay or omission by Buyer to fulfil any of its obligations under this Agreement (other than the obligation to make payments when due) shall give rise to any</p>
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		<p>claim against Buyer or be deemed to be a breach of this Agreement if and to the extent such failure, delay or omission arises from any event of Force Majeure that affects Buyer's Facilities (each an event of "Buyer Force Majeure").</p> <p>v. Upon occurrence of a Force Majeure event, the Parties shall meet to mitigate the impediments caused by the Force Majeure event.</p> <p>vi. The Parties shall exercise reasonable diligence to resume normal performance of this Agreement after the occurrence of an event of Force Majeure. Prior to resumption of normal performance, the Parties shall continue to perform their obligations under this Agreement to the extent not prevented by such event of Force Majeure. In relation to all matters affected by a Force Majeure, each Party shall exercise its rights under this Agreement in good faith.</p> <p>vii. Whenever deliveries of Gas by SELLER to BUYER under this Agreement must be reduced by reason of a Force Majeure affecting SELLER, SELLER shall allocate available Gas delivery capacity at SELLER's Facilities among BUYER and Other Gas Buyers on a fair, equitable and non-discriminatory basis.</p> <p>viii. The Affected Party shall as soon as reasonably practicable after the date of commencement of the event of Force Majeure, but in any event not later than two (2) days after such commencement date, notify the other Party in writing of such event of Force Majeure and provide details of the event (including the full particulars of the event, extent to which the performance of Affected Party's under the Agreement is affected, estimated time required for restoration of performance of Affected Party and any restoration measure planned by Affected Party).</p> <p>ix. The Affected Party shall, during the period from commencement of the Force Majeure until the restoration of the full performance of its obliga</p>
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			tion under the Agreement, upon request, allow the other Party to visit and examine the Affected Facilities and sites provided that the risk and cost of such access shall be borne by the Party requesting access.
20	Change in Law		AFDG indemnifies the seller for any levies, penalties, duties & tax liability arises, if any, due to change in status of AFDG as an SEZ unit or any changes in Regulation or Taxation affecting the transaction to restrict AFDG to purchase RLNG against Form 'I' with NIL CST.

- B.** Bidder to also submit the draft Gas Sales and Purchase Agreement along with their offer. **However, the conditions mentioned in above terms sheet shall prevail.**

Signature of the bidder with seal

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Annexure-3

Pricebidformat

PriceOffered:ThepricemustbeonNCV basisand willbeunderfollowingheads:

Table – B –Price Bid:

Sr.No.	Particulars	Unit	Price
	DurationofSupply		
1	GasPriceFormula(SlopetoHH)(%)	USD/MMBTU(NCV)	%
	GasPriceFormula(Slopeto JCC)(%)		%
3	Liquefaction	USD/MMBTU	
4	TransportationCharges(Fromsupply point tillIndianPort)	USD/MMBTU	
5	GasPrice(FEComponent) = $(1*2)+(3+4)$	USD/MMBTU	
6	ExchangeRate	INR/USD	
7	Any Other Charges –Liquefaction, Transportation till AFDG delivery point andRegasificationCharges (Any escalation after one year of supply to be quoted here)	INR/MMBTU(NCV)	
8	TotalPriceatDelivery/EntryPoint($5*6)+7$)	INR/MMBTU(NCV)	
9	Taxes(VAT/CST,etc.)	INR/MMBTU(NCV)	
10	TotalDeliveredPrice(8+9)	INR/MMBTU (NCV)	
11	TotalDeliveredPrice	USD/MMBTU(NCV)	

Signatureofthebidderwithseal

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Annexure-4

NG/RLNG/ LNGSpecificationforAFDGThermal Load/ CaptivePowerPlant(CPP)/ Fueling station

Sr. No.	Components	TypicalRange(mol %)	Limitingcomposition(mol%)
1	N2	0.21-0.51	1.38max
2	Oxygen	Nil	0.49max
3	HydrogenSulphide	7ppm wt	10 ppm wtmax
4	Totalsulphur	30ppm wt	30 ppm wtmax
5	Methane(C1)	98.8-99.36	83.87min
6	Ethane(C2)	0.86-0.13	9.08max
7	Propane	0.13-0	2.96max
8	C4's	0	1.97max
9	C5+	0	0.25max

Gas shall also meet the following specifications at the Delivery/Entry Point:

1. Shall, in no event, contain any mix of components that will cause the presence of any liquid in the pipeline under normal operating conditions.
2. Shall not contain any toxic or hazardous substance, in concentration which in the normal use of the Gas results in an unacceptable risk to health or injurious to pipeline facilities.
3. Temperature shall be ambient.

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