

BALMER LAWRIE & CO.LTD
SBU LEATHER CHEMICALS
32, MANALI, CHENNAI -600 068.
(Regd.Office:21, N.S.Road, Kolkatta – 700001)

PHONE: 044-25946542/6565

FAX: 044- 25945006

Ref : SBULC/LDO-1/320 /1617

Date: 16.03.17

To

Dear Sirs,

TENDER

Sub: Our requirement of LDO for the period: Apr'17– Mar'18 - reg.

Kindly send us your offer with maximum discount on the controlled price for supply of LDO (MT/KL) for our SBU Leather Chemicals, Manali as per the following details:

Period of Contract: Apr'17 - Mar'18 Total estimated quantity: 180 KL appx.

**Our present consumption at our unit, SBU Performance Chemicals, Manali:
LDO – 15 KL per month (appx) - @ 10.5 KL per load**

Discount on controlled price is required to be indicated clearly. Also, please provide the details for the current price, Ex terminal with all applicable duties, discount, tax details etc.

Further optionally to quote for freight cost to supply the fuel on delivered basis with lock and key.

The above discount offer shall be valid upto Mar'18.

The total order is proposed to be split in the ratio of 60: 40 among the lowest quoted two bidders subject to the following conditions:

-The L1 bidder will be allocated 60% of the total quantity and the L2 bidder shall be requested to match the price of the L1 bidder. If the L2 bidder agrees, then 40% of the total quantity shall be allocated to him.

-In case the L2 bidder disagrees to match the L1 price; than the balance 40% would also be placed on L1 bidder.

Payment Term: Minimum credit period accepted is 30 days. In case you offer a credit period other than 30 days, the same should be clearly mentioned in the quote itself. Accordingly, suitable adjustment will be made in arriving at the landed cost for our company.

Your detailed offer duly sealed and superscribed as '**Offer for LDO**' should reach the undersigned **on or before 28.03.17.**

Thanking you,
Yours faithfully,
for **Balmer Lawrie & Co. Ltd.,**

A.ARUN
Senior Manager (SCM)