

## REQUEST FOR QUOTATION

To,  
GAIL WEBSITE VENDOR,  
India  
Vendor Code : 101019938

RFQ No. :GAIL/BDA/ID-021/3400000425/2009/22606  
Date:24.08.2009  
RFQ Due on : 18.09.2009 at 14:00 Hrs IST  
Tender Opening Date : 18.09.2009 at 15.00 Hrs IST

**Kind Attn :** Mr/Ms

Dear Sir(s)/Madam,  
GAIL (India) Ltd. invites you to submit your offer in sealed envelope, superscribing RFQ No. & Due date for the following item(s) in complete accordance with enquiry documents/attachments:

**Bid Due Date & Time** : 18.09.2009 at \_\_\_\_\_ Hrs  
**Opening of Bids on** : 18.09.2009 at \_\_\_\_\_ Hrs (In case of Two Bid system tender,unpriced bids shall be opened.)  
**Validity of Offer Upto** : 18.01.2010  
**Date of Pre Bid Conference** : at \_\_\_\_\_Hrs

**EMD Details :** EARNEST MONEY DEPOSIT BY WAY OF DEMAND DRAFT / BANK GUARANTEE FROM ANY NATIONALIZED BANK / SCHEDULE BANK FOR Rs. 5000=00 FAVOURING GAIL (INDIA) LIMITED BARODA THE BANK GUARANTEE SHOULD INIALLY BE KEPT VALID UPTO 60 DAYS, BEYOND THE VALIDITY OF OFFER. i.e. FROM THE DUE DATE OF OPENING OF BIDS.

**Instruction to Bidders :** PART 1: UNPRICED BID (2 Copies)

CATALOGUES REQUIRED ALONGWITH OFFER.

Complete with all technical details other than price (i.e. including price schedule. WITH PRICE BLANKED OUT), PROFORMA ON Agreed Terms and Conditions as enclosed at Annexure - I to be tender documents duly filled in and signed.

Part II : PRICED BID (1 Copy)

It should contain only price and no condition whatsoever.

**Price Basis :** FOT SITE VAGHODIA BASIS, DIST. VADODARA

**Delivery/Completion Schedule :** DELIVERY PERIOD SHOULD BE WITHIN FOUR WEEKS AT MICROWAVE

## REQUEST FOR QUOTATION (Cont.)

**RFQ No.:**GAIL/BDA/ID-021/3400000425/2009/22606

**Date:**24.08.2009

---

TOWER AT RR STATION UNDER VADODARA REGION. AFTER DELIVERY GAIL ENGINEER /  
MANAGER WILL INSTRUCT FOR INSTALLATION.

DELIVERY & INSTALLMENT SHOULD BE WITHIN FIVE WEEKS FROM THE DATE OF RECEIPT OF  
ORDER.

**Terms of delivery :** DOOR DELIVERY BASIS TO GAIL VAGHODIA THROUGH BANK APPROVED  
TRANSPORTER HAVING GODOWN AT GIDC, Vaghodia Dist VADODARA PREFERABLY TCI /ARC/  
PATEL ROADWAYS / LALJI MULJI

**Consignee Address :** GAIL (INDIA) LIMITED, GATE NO. 3, CENTRAL WARE HOUSE, G.I.D.C. INDUSTRIAL  
ESTATE, VAGHODIA - 391 760 , DIST. BARODA

**Terms of payment :** 90 % PAYMENT AFTER RECEIPT, ACCEPTANCE & INSTALLATION OF MATERIALS  
AT SITE AND BALANCE 10% WILL BE MADE AFTER SUBMISSION OF PBG AS PER OUR GCC

**Warranties :** VENDOR TO SPECIFY

**Price Reduction Schedule :** PRICE REDUCTION SCHEDULE @ 1/2% OF THE TOTAL ORDER VALUE PER  
WEEK OR PART THERE OF, FOR DELAYED IN SUPPLIES BEYOND DELIVERY PERIOD SUBJECT TO A  
MAXIMUM (CEILING) OF 5% OF TOTAL ORDER VALUE WILL BE APPLICABLE.

**Performance Bank Guarantee :** SUCCESSFUL BIDDERS HAS TO FURNISH CONTRACT PERFORMANCE  
GUARANTEE OF 10% OF TOTAL ORDER VALUE WITHIN 15 DAYS OF THIS ORDER

**Other contractual stipulations :** PLEASE GO THRU THE TERMS AND CONDITIONS ENCLOSED WITHOUT  
FAIL.

PLEASE QUOTE EX-WORKS + FREIGHT PAID UP TO GAIL (INDIA) LTD., GIDC INDUSTRIAL ESTATE,  
VAGHODIA - 391 760

YOU ARE REQUESTED TO SPECIFY THE CST AND OTHER DUTY CLEARLY.  
CATALOGUE TO BE PROVIDED AT THE TIME OF SUBMISSION OF QUOTATION.  
PLEASE SPECIFY WHETHER YOU ARE SMALL SCALE INDUSTRIES OR NOT ?  
PLEASE PROVIDE YOUR PAN NO. , P.F. ACCOUNT NO. ALONGWITH YOUR QUOTATION.

FOR DETAILS , PHONE NO. 0265-2330888

BIDS COMPLETE IN ALL RESPECTS SHOULD REACH OFFICE OF MANAGER (C&P), GAIL (INDIA) LTD,  
"REGIONAL PIPELINE NETWORK HEAD QUARERS, GUJARAT, MANISHA CIRCLE, OLD PADRA ROAD,  
BARODA - 390 015 ON OR BEFORE THE DUE DATE / TIME. BIDS RECEIVED AFTER DUE DATE OR  
AFTER TIME ARE LIABLE TO BE REJECTED. E-MAIL ID : uv.jadhav@gail.co.in

ALL OTHER TERMS & CONDITIONS ARE AS PER GENERAL CONDITION OF CONTRACT (GCC)

## REQUEST FOR QUOTATION (Cont.)

RFQ No.:GAIL/BDA/ID-021/3400000425/2009/22606

Date:24.08.2009

---

### Special Conditions of Contract : SPECIFICATIONS FOR LOW INTENSITY LED AVIATION OBSTRUCTION LIGHT

1. LED (Light emitting diode) based aviation obstruction light with built in photo cell.
2. The light should be of 360 degree visibility.
3. Low Power Consumption (Power consumption per unit should be specified on 48 Vdc)
4. Shock proof, Vibration resistant, dust proof and water proof construction housing.
5. Minimum five years free replacement guarantee of LED aviation obstruction light in case of fault.
6. Protection :- Whether proof - IP-65
7. Light should be controlled automatically by photo cell.
8. Low intensity Obstruction light should provide as directional intensity of 20-30 cd candela radially in each direction confirming to ICAO regulations.
9. The total integrated Light intensity of all LED'S should be equal to or greater than 300 cd.
10. Supply voltage for operation for this Aviation obstruction light is 48 V dc complete with mounting plate, structures, accessories, etc. suitable and can be fixed on GAIL's existing tower.
11. Lamp life equals to or more than 1,00,000 hrs.
12. Colour : Red
13. Application :- Telecom Towers
14. Mounting structures for the low intensity light is to be provided by vendor on GAIL's existing tower at Vaghodia, Jambudi, and Vemar Tower which is less than 50 kms away from Baroda city.

### SPECIFICATIONS FOR MEDIUM INTENSITY LED FLASHING AVIATION OBSTRUCTION LIGHT :-

1. Intensity of light should be more than 1600 Cd confirming to ICAO regulations.
2. Hardware : Aluminium Alloy and stainless steel
3. Whether, dust, vibration and water proof protection
4. Flash rate = 20-60 Flasher per minute.
5. Colour of Light : Red
6. Application : = For Telecom Towers
7. Low Power Consumption (Power consumption per unit is to be specified on 48 VDC)
8. ICAO regulation should be complied.
9. Photo controller built in unit should be provided.
10. Input supply voltage for the unit should be 48 V.
11. Lamp life equal to or more than 50,000 hrs.
12. Mounting structure for OB light fittings and accessories should be provided by vendor on GAIL's existing towers at Vaghodia, Jambudi and vemar which is less than 50 kms away from Baroda city.
13. Warranty for the Aviation Light unit is minimum five years.

### ERECTION, INSTALLATION AND COMMISSIONING :-

## REQUEST FOR QUOTATION (Cont.)

RFQ No.:GAIL/BDA/ID-021/3400000425/2009/22606

Date:24.08.2009

---

Vendor has to supply the low intensity and medium intensity Obstruction light along with necessary fittings, mounting structures which is suitable for installation on GAIL's existing microwave towers. Vendor has to carry out the necessary erection, installation of Obstruction lights (both LOW and medium intensity) along with necessary mounting structures, fittings and accessories and complete commissioning of the same.

NOTE :-

1. Before quoting vendor is required to visit and check the existing fitting & cabling at site for compatibility of their lights, if any doubt.
2. Vendor should attach technical brochure of OB light quoted.
3. Warranty of 5 years in case of fault of Aviation obstruction light.
4. Existing GAIL cables are to be used for installation of low intensity and medium intensity lights.

**Enclosures :** (1) ANNEXURE - 1 (PROFORMA FOR AGREED TERMS & CONDITIONS)

(2) ANNEXURE - III (PROFORMA FOR DEVIATION)

(3) GCC

(4) FORMAT F3A, F3B

**Bid Evaluation Area : TECHNICAL CRITERIA :-**

(1) Experience of Similar Work :-

The Bidder should have executed at least one similar single work / supply in the last 5 to 7 preceding years ending up to 31.03.2009 with Govt. Departments / PSUs /Reputed Private Parties having value Rs. 1,02,878=00 (Rupees One lac Two Thousand Eight hundred Seventy Eight . (Please enclose relevant copy of work order as a proof with completion certificate.)

(2) The bidder should be manufacturer OR Authorized Dealer / Distributor of the quoted product. Bidders to submit documentary proof in form of valid authorization certificate from Manufacturer, in case bidder is dealer / distributor. Manufacturer to provide proof in terms of registration with excise deptt. OR Govt. Agency as manufacturer.

**FINANCIAL CRITERIA / COMMERCIAL CRITERIA**

(1) The Annual Turnover of the Bidder should not be less than Rs. 1,02,878=00 (Rupees One lac Two Thousand Eight hundred Seventy Eight) in any of the last three audited financial years ending as on 31.03.2009. (i.e. 2006-07, 2007-08 & 2008-09). Bidder must fill the form as per enclosed Format - F3A.

(2) The Net worth of the Bidder should be positive as per last audited financial statement i.e. for FY 2008-09. The Bidder shall submit attested copy of audited balance sheet and P&L account statements for the FY 2008-09. The Bidder must fill the form as per enclosed Format-F3B.

(3) Return on Equity of the Bidder should be positive as per last audited financial statement i.e. for FY 2008-09. The Bidder shall submit attested copy of audited balance sheet and P&L account statements for the FY 2008-09.

(4) Working Capital :-The bidder should have minimum working capital of Rs. 20,575=00 (Rupees

## REQUEST FOR QUOTATION (Cont.)

**RFQ No.:GAIL/BDA/ID-021/3400000425/2009/22606**

**Date:24.08.2009**

Twenty thousand Five hundred Seventy five) of the annualized estimated contract value as per last audited financial year 2008-09 The bidder shall submit balance sheet and P&L account statements for the FY 2008-09. If the bidder's working capital is inadequate, the bidder should supplement this with a letter from the bidder's bank, having net worth not less than Rs. 100 Crores / 22 million, confirming the availability of line of credit for a sum of Rs. 20,575=00 Bidder must fill the form as per enclosed Format - F3B.

The Bidder shall submit the PAN No. along with he Bid.

The bidder who will qualify the above tender requirements (BEC) shall only be considered for short listing. Non submission of documentary proofs along with the tender related to above requirements shall not be considered for detail evaluation.

Documentary proofs (duly notarized by Public Notary) for the above mentioned criteria should be submitted along with UNPRICED BID failing which the offer shall not be considered for further evaluation. All documents to be notarized.

Bids complete in all respects should reach office of Incharge (C&P), GAIL (India) Ltd., at the above address on or before the scheduled date and time. Bids received after the due date and time are liable to be rejected.

GAIL reserves the right to accept or reject any or all tenders received at its absolute discretion without assigning any reason whatsoever.

### **Important :**

1. Percentage of Taxes, Duties, P&F, Freight charges etc. of quoted basic price should be clearly mentioned in the quotation.
2. Please go through the General Purchase Conditions (GPC) enclosed as Annexure. Deviations to GPC shall liable for rejection of your offer.
3. Please submit Catalogue/Specification Details, Test Certificates/Traceability Certificate for accuracy along with your quotation.

Thanking you..

**Yours truly,  
For and on behalf of  
GAIL ( India ) Ltd.**

**(Authorized signatory)**

## REQUEST FOR QUOTATION (Cont.)

RFQ No.:GAIL/BDA/ID-021/3400000425/2009/22606  
Date:24.08.2009

### MATERIALS

Sl. No	MatCode Description	UOM	QTY	Rate	Amount
<b>Group : 1</b>					
ADDITIONAL REQUIREMENTS: SCADA SYSTEM					
SUPPLEMENTARY REQUIREMENTS:					
2	8415702213 LAMP,AVIATION F/TELECOM TOWER FOR TELECOM TOWER LAMP, AVIATION LOW INTENSITY AVAIATION WARNING LIGHT FOR 2 NOS. OF TOWERS	EACH	4	_____	_____
3	8415702213 LAMP,AVIATION F/TELECOM TOWER FOR TELECOM TOWER LAMP, AVIATION MEDIUM INTENSITY RED FLASHING AVAIATION WARNING LIGHT FOR 2 NOS. OF TOWERS	EACH	2	_____	_____

### SERVICES

#### SCHEDULE OF RATES (SOR)

Out. lev.	Item No.	Service Description	Qty.	UOM	Rate	Amount
<b>ITEM 00001 Procurement &amp; Installation of OB Lights</b>						
Plant : 3110,NG Tr- S Guj Baroda(Guj NH)						
	10	Procurement & Installation of OB Light at Sherpura & IPCL RR station.				
	1.0	For IPCL RR Station & Sherpura RR statio (As per Annexure attached)	2.000	EA	_____	_____

Quotation Item 00001 Total Value :

# REQUEST FOR QUOTATION (Cont.)

RFQ No.:GAIL/BDA/ID-021/3400000425/2009/22606  
Date:24.08.2009

---

## Format for Details of Terms & Conditions to be Filled By Vendor

Offer Ref . & Date ..... Price Basis: Ex-Works.....  
Telephone No ..... FOT Site of Plant.....  
Fax No. ....  
E-Mail .....

Delivery Schedule .....  
Offer validity for: 90 days/120 days/180 days  
Payment Terms .....

1. Discount % on basic Unit price, if any .....  
.....
2. Packing & Forwarding, if applicable.....  
.....
3. Excise Duty % (if applicable).....  
.....
4. LST/CST (with/without concessional Form), if applicable  
.....
5. Freight, if applicable .....  
.....
6. Service Tax, if applicable.....  
.....
7. Other Charges, if any.....  
.....

**Signature of Vendor with Office Seal**