

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

PHONE:044-25946542/6564

FAX:044-25945006

Ref : BL/LC/MAN/LDO/LT/202021/0238

Date:08.02.2021

To

Dear Sirs,

**TENDER**

**Sub:Our requirement of LDO for the Period:Apr'21 -Mar'22 - 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:April'21 - March'22 Total estimated quantity: 200-250 KL appx.**

**Our present consumption at our unit,SBU Performance Chemicals,Manali:  
LDO : 16 - 20KL per month (appx) - @ 16KL 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 GST, discount,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 March'22 or till completion of value.**


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 quantity and the L2 bidder shall be requested to match the discount of the 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 discount;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 **20.02.2021**

Thanking You,  
Yours faithfully,  
for Balmerlawrie & co.ltd.,



**T.INDHIRA**  
**Senior Manager(SCM)**