



# NATIONAL REFINERY LIMITED

7-B, Korangi Industrial Zone, Korangi, Karachi-74900, (Pakistan)  
P.O.Box No. 8228  
Telephone: 35064981-3 PABX Fax: 92-21-35054663 Direct: 35121836  
smgr\_procurement@nrlpak.com

## Request For Quotation

Page 1 of 3.

Our Ref No. 28128

No. 6100020555  
Dated 27.02.2023

Due Date: 30.03.2023

Shipment to Karachi Via: Air / Sea

Shipment to Karachi By: \_\_\_\_\_

### Manager Imports

Please send us your best offer in the form of Performa Invoice on your letterhead based on C&F Karachi and at least provide the gross weight & dimensions along with complete address of Ex-works/ FOB destination, duly signed, for the under mentioned items. In case of local agents / representative original Invoice from the Principal must be enclosed. Quotation should be submitted along with our attached "BID FORM" completely filled in.

Incomplete and conditional offers will not be entertained. No advance payment will be made. All bank charges inside Pakistan will be on our account and all bank charges outside Pakistan will be on beneficiary's account. The bids are to be submitted in the sealed envelope clearly marked as Manager Imports and our reference No. mentioned above and courier/ e-mail to us. Please e-mail/ fax us your courier Slip No. The bids to be reached latest by the above mentioned date.

| Item  | Material   | Description  | Unit | Quantity | Unit Price | Freight/<br>Packing<br>Charges | Total C&F<br>Value<br>(Currency) |
|-------|------------|--|------|----------|------------|--------------------------------|----------------------------------|
| 00010 | 26-027-328 | <p>DEMULSIFIER.</p> <p>1 DRUM = 185 KG.</p> <p>TECHNICAL SPECIFICATIONS FOR<br/>DEMULSIFIER CHEMICAL</p> <p>NRL Process mainly Arabian Light Crude 90% and 10% local crude of lower Sindh area @ 64000 Bbls per day. The Demulsifier is injected in the electrical desalter via the suction of crude feed pump of Fuel Refinery Crude Unit &amp; Lube-I Refinery. Water in the electrical desalter is injected @ 3-4% of crude processed. In addition, caustic is injected to control the pH of effluent water in the range of 8 to 8.5. The crude processing rates at Fuel Refinery and Lube-I Refinery are 52000 BPD and 12,000 BPD respectively.</p> <p>NOTES:</p> <p>1. The Demulsifier should be dispersible in water, as well as crude oil, for at least 36 hrs.</p> <p>2. The quantity of Demulsifier per day (kg/day i.e. dosage rate) shall be specified for all the above individual locations. The dosage rates to be clearly based on total crude and water quantity.</p> <p>3. Vendors are mandatory required to submit along with the Technical Bids, the Material Safety Data Sheets (MSDS) for chemical (Demulsifier) being offered by them.</p> | DM   | 35       |            |                                |                                  |

YOUR REF. NO.

DATE:

AUTHORIZED SIGNATURE



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|      |          | <p>4. In order to assess the performance and effectiveness of Demulsifier, the vendor is required to specify the expected oil contents in the effluent water from desalter. However NRL expect that there will be no oil contents in the effluent water.</p> <p>5. Suppliers to ensure that chemical drums (Demulsifier) shall be well sealed and protected from the point of origin. Any defective drum shall be replaceable at the supplier's cost. Moreover, the date of Manufacturer and Expiry of chemical should be clearly mentioned on each Drum.</p> <p>6. Vendors are required to ensure the fluidity of their offered Demulsifier, even at low ambient temperature.</p> <p>7. The vendors are required to furnish the reference lists of Refineries/Petrochemical Plants, where their Demulsifier have been previously /currently being used.</p> <p>8. The vendors are required to furnish the shelf life for their offered Demulsifier.</p> <p>TECHNICAL BACK-UP SERVICE:</p> <p>The manufacturer / supplier of Demulsifier is required to provide a thorough technical back-up service to monitor the systems and resolve any performance related problem pertaining to desalter efficiency.</p> <p>PERFORMANCE GUARANTEE:</p> <p>The manufacturer / supplier is required to furnish performance guarantee equivalent to 10% of the purchase order value that the Demulsifier will meet the requirement of NRL in respect of desalter efficiency. In case of failure in meeting the performance despite technical back-up by the vendor, the vendor will ensure replacement of its supplied chemical (Demulsifier) with a suitable one as required by NRL, at the</p> |      |          |            |                                |                                  |



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|      |          | vendor's cost.<br><br>NRL'S DEMULSIFIER SPECIFICATION<br><br>APPEARANCE@20°C : LIQUID<br>PH : UPTO 7.5<br>FLASH POINT, °C : ABOVE 62<br>BOILING POINT, °C: 160 - 180<br>POUR POINT, °C : BELOW -15<br>SP GRAVITY : APPROX 0.91<br>VISCOSITY AT 20°C, CPS : APPROX 2<br>WATER SOLUBILITY : SOLUBILITY, IT<br>SHOULD BE WATER-DISPERSABLE<br>HYDROCARBON SOLUBILITY : TO BE<br>SPECIFIED BY VENDOR<br>DOSAGE RATE, PPM: 2 - 6<br>TECHNICAL BACK-UP SERVICE : TO BE<br>PROVIDED BY VENDOR<br>PACKING, KG/DRUM : TO BE PROVIDED BY<br>VENDOR<br>PRODUCT DATA SHEET : TO BE PROVIDED BY<br>VENDOR<br>MSDS : TO BE PROVIDED BY<br>VENDOR<br>MANUFACTURING DATE : TO BE PROVIDED BY<br>VENDOR<br>SHELF LIFE : TO BE PROVIDED BY<br>VENDOR |      |          |            |                                |                                  |