

US-2022-07-104

Monday, July 25, 2022

To,

**SHREE AGRO KRUSHI FARMERS**

**Kind Attn. : Mr. Vaibhav Misal Sir**

**Subject : Offer for Oil Injected Fixed speed Air Compressor.**

**Reference : As Per telephonic discussion.**

Dear Sir,

We thank you for the kind enquiry and the based on discussions, we herewith submit our techno-commercial offer for your perusal. The Air Compressors are manufactured as per ISO 1217 Ed-3, annex 1996. This is the latest norm in the Compressor Industry.

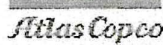
The Units are "silenced & ready to use" with no additional foundation and construction activity as site.

We take this opportunity to Introduce Utility Solutions as a rapidly growing organisation in the field of "**TOTAL INDUSTRIAL UTILITY MANAGEMENT**" and Single point Solutions provider in the field of "**COMPRESSED AIR MANAGEMENT**", "**WATER TREATMENT**" and "**PUMPS & ACCESSORIES**" and "**APPLICATION SPECIFIC AUTOMATION**" all these areas of operations are backed up with the hands on expertise of our core team members and the dedicated Sales and Service Team for each business area.

OUR SCOPE IN THE AREA OF COMPRESSED AIR MANAGEMENT:

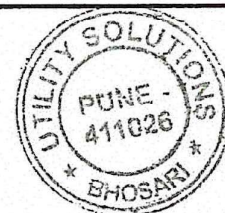
We are authorized sales Associate for Atlas Copco for the Air Compressors, Compressor accessories, Oil free screw Blowers and also the Vacuum Pumps. Our Core team has a hands on experience on the entire product range and also on the Compressed Air Application. Utility Solutions works with the Customers and OEMS as the complete turnkey solution provider which includes

- ✓ Identifying and calculating the Compressed Air demand at the plant level and also for the green field projects.
- ✓ Designing the most optimum Solutions specific to the application and the calculated air demand including the Compressor, Dryer and allied accessories



Authorised Associates for  
Atlas Copco Compressor Sales

Address: J-234 MIDC Bhosari, Pune – 411019.  
Telephone: 9604430159 / 8600002297.



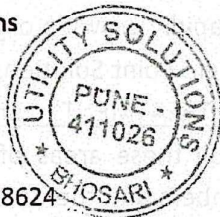


- ✓ Supply & Installation of the offered solutions.
- ✓ Designing and installing the Compressed air piping in Aluminium, GI or MS with minimal pressure drop across the network without leakage.
- ✓ Developing the multiple compressor management system and implementing the same at plant level for achieving the best possible efficiency for the individual compressors and for the entire system.
- ✓ Buyback of old Compressors for up gradations.
- ✓ Rental Compressors for short term requirements.
- ✓ We also Offer the Complete range of Vacuum Pumps and the Blowers for the low pressure applications.
- ✓ Conducting the Energy Audits and leak audits to identify and eliminate the energy losses and well as in efficiency within the plant.
- ✓ Class Room Training on the "Best Practice's in Compressed Air Management"

We look forward to receive the feedback from you and await for further meeting with you.

Thank you,

For **Utility Solutions**



**Mr. Kiran Thonte**

Cell : + 7769878624

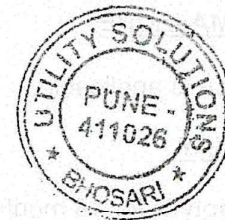
E - Mail : [kiran@utilitysolutions.co.in](mailto:kiran@utilitysolutions.co.in)



**ANNEXURE-II**

**Price Schedule**

Sr. No.	Model	Qty	Basic ( CLP) Price	Total Qty	Discounted Price ( Basic )
<b>A.</b>					
1	Atlas Copco make Air Compressor, Oil Injected Screw type. Model G 7 (10 HP) FF Belt Drive, Capicity 43.9 CFM @ 7.5 BAR with Inbuilt Refrigerant dryer. Tank mounted 270 Ltr	1	₹ 6,00,400	1	₹ 3,90,000
2	Atlas Copco make Air Compressor, Oil Injected Screw type. Model G 11 (15 HP) FF Belt Drive, Capicity 60.8 CFM @ 7.5 BAR with Inbuilt Refrigerant dryer. Tank mounted 270 Ltr	1	₹ 6,27,200	1	₹ 4,07,800
Payment Terms :-30% Advance Along with PO, 70 % against proforma invoice before dispatch.					
<b>Price Basis &amp; Notes :</b>					
1	Price	:	Ex Works Chakan		
2	GST	:	Extra at Actuals -18%		
4	Packing	:	1%		
5	Forwarding	:	1%		
6	Freight	:	Extra at Actuals		
7	Transit Insurance	:	to your account if applicable		
<p>Order to be place On  <b>Utility Solutions</b>  <b>GST ID : 27AADFU2710J1Z9</b>  <b>Address: J-234, J Block, MIDC Bhosari, Pune 411026</b></p> <p><b>Mr.Kiran Thonte</b>  <b>Area Manager</b>  <b>Kiran@utilityolutions.co.in</b></p>					





**TERMS AND CONDITIONS**

**Ducting and SFU of appropriate rating is recommended for compressor and shall be in purchaser scope**

**Atlas Copco scope is loose supply of equipment any inter connecting piping cabling or civil work (if required) shall be in buyer's scope**

**No inspection or testing can be offered as the offered product are standard products**

**DELIVERY**

10 - 12 Weeks from the date of confirmed and techno commercially clear order and receipt of the receipt of payment as per the agreed payment terms.

**PAYMENT**

As mentioned in the Price schedule. If the order is placed on "Utility Solutions"

**CENTRAL SALES TAX (if applicable)**

**Cancellation Fees:**

In the event of the following; Cancellations fees will be charged;

1. Order/s booked & cancelled later the start of manufacturing, Cancellation charges @ 2% of the basic Value of purchase order
2. Advance is non refundable

**VALIDITY:**

30 days from the date of our offer.

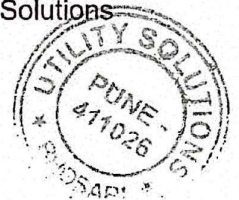
**FORCE MAJEURE :**

This clause is applicable.

**WARRANTY**

Our warranty is for 18 months from the date of dispatch or 4000 running hours or 12 months from the date of commissioning whichever is earlier. This Warranty is against manufacturing defect, defective material or faulty workmanship only. For bought out electrical components such as motor, electrical contractors, relays etc. The terms of warranty are as per the manufacturer. Consumable and rubber parts are not included in the above warranty. Our liability is limited to repairing/replacing the faulty part as decided by us and does not extend to any consequential liability of whatever type whatsoever. Our liability is limited to replace free of cost ex-factory Pune any component found defective due to bad workmanship or faulty raw-material, provided the defects are not due to damage during transit, bad storage, misuse or mishandling of the equipment or due to normal wear and tear.

Any warranty claims will have to be raised to the Manufacturer of the equipment / Goods. Utility solutions will facilitate the process as per the guidance from the manufacturers. Utility Solutions liability will be restricted up to liaising with manufacturer and not beyond that.





**CONSEQUENTIAL DAMAGES**

Atlas Copco (India) Ltd ("ACIL") OR Utility Solutions("US") will not be responsible nor will it be held liable for any loss or damages arising to the buyer, as a result of delay, if any, in delivery / commissioning of the machine/s and /or the products of the Company due to the non-availability of site or reasons beyond the control of ACIL / US or for any product deficiency arising by reason of Improper or wrongful use by the buyers of the machinery and /or the products of the ACIL. ACIL / US will also not be liable for any consequential damages to the buyer or any other person either by way of loss of profits or otherwise, in connection with the use and performance of the machinery and / or the products of ACIL or for any reason whatsoever.

**EQUIPMENT UNLOADING & STORAGE**

We have not considered unloading of equipment and storage at site. The same has to be arranged by the purchaser. Material dispatched by us can be unloaded and shifted directly to the Compressor room and hence it is preferable that compressor room is ready before the dispatch of the equipment. However, if the compressor room is not ready we shall provide suitable weatherproof packing so that the compressors can be stored in the open outside the compressor room at the purchasers risk and cost.

**STATUTORY VARIATIONS**

If the delay in Supply / Erection and Commissioning is due to reasons beyond the purview of the supplier, the Statutory variations in Excise Duty/ Service Tax & sales tax shall be payable by the purchaser. We shall provide documentary justification for reasons beyond our purview.

**ROAD PERMITS**

Road permits / other forms required in the state of should be made available to us well in advance to avoid delay in shipments.

**ERECTION, CONSTRUCTION & COMMISSIONING SERVICES**

We are not considering Unloading, Erection, Piping, Cabling and/or any Civil Construction for the equipment's. Our scope of work is restricted only up to supply of equipment's and supervision of erection and commissioning on per man-day basis thereafter.

**VALIDITY**

30 days from the quote date.

**All our offers are subject to Pune Jurisdiction.**

Thank you,  
For Utility Solutions

