



December 18, 2023

To,

TFS - Mumbai
Site:- T1 - Mumbai

SUB: Revised Offer for Pre fabricated “Walk in Chiller Room”

Dear Sir,

This is in reference to your requirement for walk in cold room. We thank you for your kind interest in Blue Star solutions.

We are pleased to submit our offer in the following annexure.

Annexure I : Company Profile & Product Overview

Annexure II : Basis of Design

Annexure III : Price Schedule

Annexure IV : Facilities to be provided by the customer at site of works

Annexure V : Commercial Terms & Conditions of Contract

We trust our offer is in line with your requirement.

Looking forward to receive your valuable order. For any clarification please contact undersigned.

Thanking you and assuring you of our best services / attention all the times.

For
Blue Star Limited

ANNEXURE I - COMPANY PROFILE & PRODUCT OVERVIEW

OVERVIEW

Blue Star is India's leading air conditioning and commercial refrigeration company, with an annual revenue of over ₹4400 crores (over US\$ 681 million), a network of 35 offices, 5 modern manufacturing facilities, 2700 employees, 2200 dealers and 600 retailers. Blue Star's integrated business model of a manufacturer, contractor and after-sales service provider enables it to offer an end-to-end solution to its customers, which has proved to be a significant differentiator in the market place. In fact, every third commercial building in India has a Blue Star product installed.

The Company has manufacturing facilities at Dadra, Himachal, Wada and Ahmedabad, which use modern, state-of-the-art manufacturing equipment to ensure that the products have consistent quality and reliability. The Company has a manufacturing footprint of about 1 lakh sq m, producing over 300 models across 25 product lines. The Company's mainstay of product development and R&D has been energy efficiency, coupled with eco-friendly and sustainable products.

PRODUCT OVERVIEW

Blue Star's Modular Cold Rooms use world-class PUF Insulated Panels manufactured by Blue Star at state-of-the-art facilities, and Refrigeration Units from Blue Star's facilities and from partners from across the globe, to offer you totally reliable cooling and preservation chambers specifically built for your needs.

● PUF INSULATED PANELS

Blue Star's cold rooms are constructed using pre-fabricated PUF panels designed specifically for such applications, and manufactured to international standards of quality and reliability at state-of-the-art facilities.

These panels are packed with advanced high-density foamed-in-place PUF insulation to ensure high-efficiency insulation, and metal-finished (a choice of aluminium, pre-painted steel, stainless steel, galvanised steel or Galvalume).

These modular cold rooms are not just easily assembled at site. They are easily disassembled too and moved when required, or even enlarged or split into multiple rooms as later needs may demand.

A range of options and accessories ensure that the entire cold room supplements the efficiency and ruggedness of the PUF panels:

Flush-fit doors: Aesthetic, efficient, heavy-duty flush-fit doors with FRP door perimeter

Cam lock: Posi-loc locking assemblies that provide perfect alignment of walls, ceiling, floor, corners and door frames

Hardware: Heavy-duty cast alloy handles and hinges with attractive brushed-chrome finish

Heated air vent: Tri-action heated air vent to eliminate pressure and vacuum variations inside the walk-in cold room

Sweep gasket: Airtight heavy-duty sealing gasket below door with a double sweep, remains flexible at any temperature

Posi-seal closure: Cushions closing of door, making it noiseless and firmly shut

Vapour-proof light fixture: Trouble-free lighting within cold room

● REFRIGERATION SYSTEMS HERMETIC SERIES

IT'S NOT JUST PRESERVATION. IT'S THE ULTIMATE IN PRESERVATION.

Blue Star, India's leading refrigeration company, offers a complete range of evaporating and condensing units. These units are designed to deliver superior cooling for food preservation and are equipped to deliver temperatures for various applications.

➤ EVAPORATING UNITS

Blue Star's evaporators are compact and sleek. The evaporator is housed within the cold storage and occupies minimum space. This allows you to utilise the maximum volume of cold storage.

SALIENT FEATURES

- Stainless steel body (SS304) for enhanced durability and strength
- Excellent corrosion resistance
- Inner grooved copper tubes for superior heat transfer
- 6 FPI coil to enable air-defrosting
- Improved air throw for uniform air distribution
- External rotor driven fans with low noise levels conforming to IP45 standards
- Removable side panels for easy service and minimum downtime.

➤ CONDENSING UNITS

Blue Star's condensing units are characterised by high-efficiency heat transfer and low power consumption.

SALIENT FEATURES

- Energy-efficient scroll and reciprocating compressors
- Powder coated body to make the units UV- and corrosion-resistant
- Inner grooved copper tubes and slit aluminium fins for superior heat transfer
- Filter drier for moisture and dirt protection
- Pre-charged unit with service valves
- Safety and control devices for better system protection
- Weather-proof polyester powder coated canopy
- Thermally protected and permanently lubricated fan motors
- Smaller footprint for ease of handling and installation

➤ CONTROLLER

Blue Star's controller is a two compressor controller with separate set points and differentials for each compressor.

SALIENT FEATURES

- Specifically designed for refrigeration applications
- Controls compressor cut off and temperature
- HACCP provision (available in model 52H)
- BMS compatibility (available in model 52H)

CUSTOMER SERVICE

Blue Star, India's largest air conditioning and commercial refrigeration company, has been providing expert cooling solutions for over seven decades. Blue Star provides you with the finest and most comprehensive range of services to take care of your air conditioning system. With our experience and expertise, we optimise your system and ensure maximum energy efficiency, perfect air distribution and superior indoor air quality.

On opting for a Service Solution from Blue Star, you avail of the following unbeatable advantages:

- **DIGITAL COMPLAINT LOGGING & RESOLUTION:**

Leveraging on technology available, Blue Star has connected its large technician work force using apps to ensure that complaints are taken care of and closed in time. The integration of customer call centre and app makes sure that technicians can receive the tickets, schedule appointments with the customers, and close complaints using the app even while on the move.

- **TRAINED PERSONNEL:**

Our engineers and technicians are intensively trained to handle the costly, sophisticated air conditioning equipment.

- **PRIORITY SERVICE:**

All customers who opt for our annual service solutions are offered priority service, so that your calls get attended quicker and the system is up faster.

- **PREVENTIVE CHECKS:**

Under all our service solutions, we offer preventive maintenance checks which help in identifying problems early, preventing costly downtime.

- **GENUINE SPARES:**

By opting for our service solution, you are assured of genuine spares that will go a long way in ensuring high uptime for your system.

- **EXTENDED LIFE:**

Genuine spares and regular maintenance help in extending the life of your system.

- **SPARES AVAILABILITY:**

The presence of regional parts centres in various cities ensures faster availability of service parts.

- **SERVICE CREW VAN:**

The van assists in delivering spares and service crew at your door step, in case of emergency.

- **SSG:**

Service Specialists Group handles complex technical problems in the field through remote supervision or direct supervision from all cities. The team is well equipped with various advanced measuring, data logging and diagnostic tools.

- **SQA:**

Service Quality Assurance group is in place for benchmarking the best practices in other service industries, and developing and implementing service delivery standards in conformity with the same.

The Service division has ISO 9001:2015 certification with accreditation from TUV India for service operations.

24x7 Call Centre: Call 1800 209 1177 or 1800 206 6666 or SMS 'Service' to 57575 or mail to customerservice@bluestarindia.com.

ANNEXURE II- BASIS OF DESIGN

CHILLER ROOM

Room size (External)	In Ft (L X W X H) Mumbai - T1	10 X 8 x 8
Temperature Conditions	Ambient temperature	40 °C
	Room temperature	2 to 8 °C
Product Details	Product to be stored	Multi -commodities
	Incoming product temperature	Ambient
	Pull down time	24 Hours
Wall and Ceiling	Type of Lamination	Inside PPGI /Outside PPGI
	Type of Insulation	Polyurethen Foam (PUF)
	Insulation Thickness	60 mm
Floor	Type of Insulation	Puff
Door	Door type	Hinged Door
	Door clear opening in inch	34 x 78
	Insulation thickness	60 mm
	Door Lamination	Inside PPGI/Outside PPGI
	No. Of doors	1 No
Refrigeration Systems	Type of refrigeration system	Air Cooled- Split type
	Compressor Type	Hermetic Compressor
	Refrigerant	R404A
	Indoor refrigeration Unit	BSL Evaporator # 1 Nos :- 15K Btu/hr
	Outdoor refrigeration Unit	BSL Condensing unit # 1 Nos :- 15K Btu/hr
	Total cooling capacity offered	15,000 BTU/Hrs per Unit -
Power Requirement	230 V,1Ph,50Hz	

Note:- As it T1 Mumbai Airport Site. If the piping increases after the site visit we need to check on the Condensing Unit (Outdoor Unit) Size.

Based on the site visit we need to change the Condensing unit.

ANNEXURE III- PRICE SCHEDULE

Site Location	Description	Qty	Basic Price	GST		Price with GST
T1 Mumbai	Supply of Pre-fabricated panels, door and accessories- 10 X 8 X 8	1 Set	142650	18%	25677	168327
T1 Mumbai	Supply of Refrigeration Units- 15,000 Btu/hr IDU & ODU	1 No	77750	18%	13995	91745
T1 Mumbai	Installation charges	1 No	56591	18%	10186	66777
	Total Supply Price		276991			326849

Note:- We have consider 20 RFT piping above 20 RFT will be Rs 850.00 +GST. Kota will be in customer scope.

Supply of Panels & Refrigeration units & Installation order to be placed on:

“Blue Star Ltd”

Unloading at site in customer scope

ANNEXURE IV
FACILITIES TO BE PROVIDED BY THE CUSTOMER
AT SITE OF WORKS

Items of work listed below are not included in Blue Star's scope of work & quoted prices and those facilities are to be provided by the Customer at the site of works.

- 1) Provision of Stabilized Power Supply for all units within 0.5 meter radius of Refrigeration unit with suitable Metal clad plug - socket, MCB, etc
- 2) 0-0 leveled floor to be provided
- 3) MS stands for Condensing units to be supplied by Customer.
- 4) Provision of condensate drain traps and related plumbing works at points to be nominated by us.
- 5) Provision of Stabilized Voltage Supply and Electrical control Panels distribution boards, Single-Phase preventors, etc. if required.
- 6) Provision of any civil work, masonry work, steel structure/truss works for supporting the wall and ceiling panels, racks, lighting, concreting, material handling etc to be arranged by the Customer.
- 7) Provision of suitable shields, platforms, stands for condensing/evaporator units, scuff-holdings & protection from sunlight, Rain etc.
- 8) You will provide anything not mentioned specifically in our offer
- 9) Unloading of the material at site will be under customer scope.
- 10) We reiterate that any other civil / electrical / plumbing works / Accessories etc which forms a requirement at the site of works are specifically excluded from our scope of work.

ANNEXURE V- CONDITION OF CONTRACT

1.VALIDITY : Our offer is open for acceptance for a period of 30 days from the date of this offer. Thereafter, it shall be subject to our written confirmation.

2.SPECIFICATIONS : In line of our policy of continual improvement, we reserve the right to modify the design and change the specification of any material, if in our opinion, such modifications constitute an improvement or is in accordance with revised standards of mfr. methods. Therefore specifications, illustrations, dimensions and weights given or agreed to by us in our proposal, catalogues, drawings photographs etc. are not binding in detail.

3.EXCISE/ CUSTOM DUTY: Rupee Price quoted are inclusive of EXCISE DUTY / CUSTOM DUTY at currently prevalent rates on fixed assessable values. Any variation in the rate of E D./ C.D. or any change in the method of computation of E.D./ C.D. until delivery will be to your account.

4.SALES TAX : Local Sales Tax excluded and will be charged as applicable at the time of execution of the order. Any exemption or concessional rates of Local/Central Sales Tax will be subject to eligibility of the customer and furnishing of necessary declaration/certificate/C or D in the prescribed forms.

Our offer does not include any Octroi / Toll / Cess / Entry or similar tax. The same will be payable by you directly to the authorities.

5.PRICES : The price quoted is in Rupees.

6.DELIVERY PERIOD : 5 to 6 Weeks from the receipt of your technically & commercially clear order, drawing approval and advance. Further 7 to 10 days for Installation & Commissioning subject to site readiness..

7.PAYMENT TERMS:

For Supply- 50% Advance with the commercially clear order and balance 50% on intimation that good are ready for Dispatch.

For Installation – 50 % Advance and 50 % on completion.

8.WARRANTY: Subject to terms of payment agreed upon being punctually complied with and the equipment being operated properly, the machinery covered by this contract carries a Warranty against manufacturing defects for *15 months from the date of supply or 12 months from the date of installation*, whichever is earlier. If any part of the equipment is put to use earlier for any reason, whatsoever, the warranty period will commence from the date of such use.

We agree to repair/replace such parts which may prove defective and which do not fail from neglect or misuse or faulty operation.

The defective parts must be sent to us, duly insured and freight prepaid for examination and our agreement that they are defective. The return freight and insurance charges on such repaired or replaced parts will be born by the customer. No charge will be made by us for work involved in the repair or replacement of defective parts during the Warranty period in the case of installations within the Municipal limits of any city where we have our own Branch or Service Centre.

Should, however, the services of our qualified men be required outside these limits our standard charges for such services will apply.

This Warranty :

- I) does not extend to consequential damage or loss;
- ii) is null and void if repairs and modifications are carried out without our approval in writing;
- iii) does not cover damage due to normal wear and tear;
- iv) does not cover due to deterioration or failure of equipment, controls, due to corrosive atmosphere;
- v) does not cover supply of consumable items like refrigerant, oil, etc.;
- vi) does not cover damage due to fluctuation in voltage.

9.LIMITATIONS TO LIABILITY : In no event shall we liable for any consequential damage arising out of or connected with this contract in any way whatsoever.

10.PROPERTY RIGHTS AND GENERAL LIEN : As unpaid vendors we shall retain the property rights in the equipment and material supplied by us under this contract, and our rights of lien and resale, until full value thereof as per our bill is paid to us. We shall also be entitled to a general lien on our equipment and materials in the customers possession under the contract for monies for the time being due to us from the customer, on any account and shall be entitled to apply payment already received to monies due to us under any other order or orders.

11. CANCELLATION CHARGES: If any order or part of order is cancelled, the cancellation charges levied by Blue Star Ltd. / BSL's Principal shall be borne by the customer. In addition, the customer will pay BSL Compensation for cost and expenses incurred by BSL upto the date of cancellation.

12.FORCE MAJEURE : No liability shall attach to us for non-performance or delayed execution of this contract as a result of force majeure.

13. Arbitration :- In case of any dispute or difference arising out of this contract the same shall be referred to Arbitration by a panel of three Arbitrators, one each to be appointed by either party and the third by the two Arbitrators so appointed. The provisions of the Indian Arbitration and Conciliation Act, 1996 shall apply to such Arbitration. The Arbitration proceedings will be held in Pune

14. Jurisdiction :- This agreement shall be subject to the exclusive jurisdiction of the Courts in the City of Pune

15. "Blue Star reserves the right to assign the debts against this subject offer / contract"

16."Any liability arising due to increase in taxes, duties, levies or rates imposed by any State or Central Government or local authorities or any fresh levies / modified levies including the impending GST (Goods Service Tax) imposed by such authorities on equipments, components, parts, raw materials, consumables, or installation, commissioning as a whole or part thereof subsequent the date of quotation and up to the time of final billing, in the event of such statutory variation, the BSL shall levy the tax accordingly"

Very truly yours,

For **BLUE STAR LTD.**