

Information On

# CNG STATION

Dealer Owned Dealer Operated (DODO)-Model

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## 1. Brief Profile

Adani Total Gas Ltd (ATGL) is one of leading City Gas Distribution (CGD) companies In India . ATGL has been granted authorization to commission city gas infrastructure and supply natural gas in 19 Geographical areas in Gujarat, Haryana, Karnataka, Tamil Nadu, Rajasthan, Madhya Pradesh, Uttar Pradesh, Chattisgarh and Odisha

It currently operates 256 CNG (Compressed Natural Gas) Stations and has laid Natural Gas pipeline network of over 8000 kms to supply Piped Natural Gas to more than 5200 Industrial/Commercial Customer and 5.06 Lakh Domestic (residential) customers.

To promote economical and eco-friendly CNG fuel for the benefit and convenience of the passenger vehicles, commercial as well as public transport ATGL intends to set up CNG Stations in the new and existing GA's through the Dealer Owned Dealer Operated (DODO) model. For this purpose, ATGL wishes to appoint Dealers at various locations in its authorized areas.

Applications from individual/partnership firms with sufficient financial background and access to land (Owned / Leased and preferably NA) are invited.

2. Locations for which application is sought

State	Geographical Area/ District	Stretch
Odisha	Balasore	Chandipur Road -Police Line Chowk to Tigiria Chowk on Chandipur Road
	Bhadrak	SH 9 - Chandabali Area -Between Chandabali College Square to Baitarni bridge
		NH 16, Bhandaripokhari to Jajpur Dist Border (Bhandari Pokhari Chowk to Baitarni Bridge on RHS)
	Mayurbhanj	SH 19 -Palabani Golei to Balasore Golei / any stretch within Baripada Municipal area on PWD main Road
		Hejamadi to Shiroor (NH 66)
		Padubidri to Karkala (SH 01)
Karnataka	Udupi	Udupi - Manipal - Hebri (NH 169A)
		Malpe to Udupi Main road
		Udupi City
		Kundapura Town
		Karkala Town
Tamil Nadu	Tiruppur	Tiruppur - Samalapuram (SH 169)
		Tiruppur - Perumanallur Road (SH 196), Tiruppur to Raja Nagar, Exiting Tiruppur
		Tiruppur - Dharapuram (SH 174A)
		Tiruppur - Avinashi (NH 381)
		Tiruppur - Palladam (SH 19)
		Tiruppur - Kangeyam (SH 172)
		Tiruppur Exit - Vijayamangalam (SH 19A)
		Palladam - Sindhunagar (SH 19)
		Kangeyam - Kurukkathi (NH81)
		Udumalpet - Palladam (SH 87)
	Cuddalore	Cuddalore – Chidambaram (NH32)
		Thiruvarur - Needamangalam (NH83)
		Thiruvarur - Mannargudi (SH202)
		Chidambaram - Sirkali (ECR NH 32)
		Sirkali - Tharangambadi (ECR NH 32)
		Panruti - Kumarakudi (NH 36)
		Virudhachalam - Vadalur (NH 532)
		Cuddalore OT - Reddichavadi (NH 32)
		Thozhudur to Pennadam - (SH141)

### 3. Land Requirements & Lease

- 3.1 Land located on National or State Highway, Major City roads.
- 3.2 Preferable Plot size of approx. 1200 sq. mtrs and above
- 3.3 Frontage – Minimum 35 meters (Sites on NH/ SH)
- 3.4 Location – On NH/ SH / MDR / within City Limits
- 3.5 In case plot of smaller dimension meets the statutory norms and ATGL design requirements, same can be considered on case to case basis.
- 3.6 Land offered on National Highway should meet the IRC norms. Indicated plot size to be measured after leaving ROW as per norms of NHAI/ PWD/ State Highway departments, etc
- 3.7 Non-Agriculture (Commercial or Industrial plots) with clear legal title
- 3.8 Plot to be free of all encumbrances, encroachments, Overhead power/ telephone lines underground oil/gas pipeline and preferably no Trees.
- 3.9 Electricity and water availability.
- 3.10 Availability of access to road divider / service lane/ drainage facility
- 3.11 Any fees related to NA/NOC/Zoning regulations etc. required for setting up CNG Station shall be borne by the applicant.
- 3.12 The applicant shall construct, develop and install the infrastructure on the land as per the scope and guidelines of ATGL through competent manpower, contractors.
- 3.13 Land along with the infrastructure (including equipment wherever applicable) will be leased for long term period of not less than 15 years to ATGL.

### 4. Eligibility for Application

Type of Entity For Individuals	Desirable Criteria
Nationality	Should be an Indian National
Age	As on the date of application (in completed years) not less than 21 years
Educational Qualification	(preferably 12th Pass)
Social Conduct	Good Social Conduct with no Criminal records
Financial strength	Should have sufficient financial strength. (Latest Chartered Accountant certified Net worth Certificate , Copy Income tax return of last three years, Bank Statement for last 6 months and other supporting documents as required from time to time)
Experience	Land owners with the experience (his/her or in the following field / activities shall be given priority).  Forecourt management of retail outlets of Petroleum products. Experience in Oil and Gas sector , other Consumer facing business
For Partnership	All the partners should fulfill the eligibility criteria as specified above. For Nationality and age any one partner should fulfill the eligibility criteria.

## 5. Primary Scope of Dealer/AGL

Sr. No	Scope of Dealer/AGL	Scope
1	PESO License & Fees	ATGL
2	<b>Design and Specifications</b> Station design & layout including but not limited to sales office, compressor area, electrical room, forecourt area, canopy, signage, monolith <b>Specifications</b> Specifications including but not limited to, of the CNG Station Equipment and the quantity to be installed subject to feasibility as guided by AGL.	ATGL
3	<b>Permissions/ Approvals</b> Permissions required from all statutory authorities including Local Municipal office, Fire Service, DM, NHAI, Building Proposal, Factory Department, Environment Department, City Development Authority, CFO, PCB, Directorate of Health & Safety, Local Office, Traffic Police, Health License, Weights & Measures etc. required for setting up of CNG Station.	Dealer
4	<b>Construction</b> To appoint competent manpower, engineers and contractors. All structural, civil, electrical, mechanical works including but not limited to such as foundations for Buildings, Canopy, Equipment like compressors etc. , canopy , electrical rooms, trenches, driveway, boundary wall, Sales room, signage, monolith, entry/exit signs, hoardings, lightings etc.	Dealer
5	Power Connection as per the estimated load required advised by AGL	Dealer
6	<b>Equipment's (Installation, Operation &amp; Maintenance)</b>	
6.1	Compressor, Booster, Storage Cascade & other related equipment depending on the site requirements	ATGL
6.2	Dispenser	ATGL (excluding) Operations)
6.3	All other equipment (except 6.1 & 6.2) at the CNG station.	Dealer
7	Electricity Charges	Dealer (Excluding Compressor area)
8	W&M of Dispensers (In Presence of AGL Person)	ATGL
9	<b>Training</b>	
9.1	HSE – To Dealer ManpowerATGL9.2Training on Operation & Maintenance of Dispenser, Compressor, Storage cascade & its related equipment	ATGL
10	Insurance for Equipment ( 6.3), infrastructure (4), manpower, cash, third party damages etc.	Dealer



## 6. Selection of Applicant for Dealership

1. Expression of Interest (EOI) cum Application Form to be submitted to ATGL with all the supporting documents related to individual/partnership and the land offered in the prescribed format as required by ATGL from time to time.
2. ATGL shall carry out assessment of the site for technical feasibility and business potential and related business parameters. Sites shortlisted shall be taken up for further evaluation.
3. Interview will be conducted by ATGL Panel for the applications shortlisted.
4. Post Management Approval of the candidates interviewed, Lease agreement for Land/ Equipment as applicable will be done followed by issuance of LOI (Letter of Intent) for dealership.

## 7. Important Information / Terms & Conditions\*

1. Applicant to submit preliminary details on the ATGL website ([www.adanigas.com](http://www.adanigas.com)) by clicking the link ("click here to fill details for CNG Dealership Enquiry") - along with non- refundable Application Form fees of `2000/- (` Two Thousand only) through online payment from ATGL website. ATGL shall send the detailed Application Form through email id to those applicant which found suitable.
2. In case applicant wish to apply for more than one location, applicant to submit separate detailed Application Form and fees per location along with required documents.
3. In case applicant is a Partnership Firm , Application Form fees to be paid per partnership firm only (Rs 2000/- only) however each partner is required to fill and submit separate detailed Application Form along with required documents.
4. Incomplete application(s) or application(s) provided with willful wrong information or application(s) submitted without payment of application fees as mentioned in point 1 shall be rejected out rightly.
5. Dealer Margins shall depend on the fixed deposit/Slab wise CNG sales.
6. Variable Security Deposit and Application Fees to be complied as applicable.
7. Alternate fuels and facilities may be proposed depending on the site feasibility in the future by ATGL.
8. ATGL reserves the right to accept/reject any or all application(s) without prior notice or assigning any reason.
9. The EOI cum application form is for the purpose of collecting prima facie information and it shall not be deemed or construed to be an offer capable of acceptance. Nothing stated herein shall be deemed or construed as acceptance of any terms and conditions by ATGL. Submission of the form does not guarantee award of CNG Station.
10. Preference will be given to applicants who are owning the land. However, in case the applicant is not the owner of the land, he / she can submit online application. If the application gets shortlisted and Letter of Intent (LOI) is issued as per the terms and conditions of ATGL, the applicant will get a time period of 45 days starting from the date of issue of LOI to purchase the land and undertake registry of the same. In case the applicant is not able to purchase the land and submit land registry documents to ATGL within 45 days of issue of LOI, the LOI will stand cancelled.
11. Change in Land Use ( CLU) – Dealer shall get the CLU of the plot to Non- Agriculture with the time period specified in the LOI at his/ her cost. D
12. Any further revision/amendment in the advertisement, time extension etc. shall be informed by ATGL from time to time on the website.
13. The points mentioned in the document are not intended to be an extensive summary of all the terms & conditions. The actual relationship between the Parties shall be governed as per the terms of LOI and contract to be executed between the Parties.