



Palau Public Utilities Corporation

REQUEST FOR PROPOSAL RFP PUCE23-005 FUEL SUPPLY FOR MALAKAL POWER PLANT & OUTLYING STATE POWER SYSTEMS AND LUBE OILS

Issued on : January 13, 2023
Close on : February 24, 2023
Pre-Bid Conference : February 3, 2023@10:00AM
@ PPUC PDD Conference Room
Request For Quotation No. (RFP No.) : PUCE23-005
Employer : Palau Public Utilities Corporation (PPUC)
PO Box 1372, Oldiais Building, Medalaii, Koror
Republic of Palau 96940
Country : Republic of Palau



**Request for Proposals
PUCE23-005
3 Years Fuel Supply**

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1. EXECUTIVE SUMMARY

The Palau Public Utilities Corporation (PPUC) is soliciting offers or proposals from competent and responsive Offerors specializing in both the supply of petroleum products and management and maintenance of fuel facility. The Offeror shall provide the products and services as specified in this RFP.

Offeror may propose on any package or any combination of the packages below:

1. Package A: Supply of Diesel Fuel to the Malakal Power Plant & Outlying States Power Systems
2. Package B: Supply of Lubricants and other petroleum products

The proposal shall be offered for the cost to supply products stated in the above packages and as further elaborated within this RFP document for a five (5) year term Contract and with mutual agreement of both parties. Interested contractors may submit sealed proposals starting and no later than at 4:00pm Palau time on the closing date on February 24, 2023. **A pre-bid conference shall be conducted at the PPUC PDD Conference Room on February 03, 2023 at 10:00a.m.** Sealed proposals will be accepted at address [P.O. Box 1372, PPUC Main Office—Oldiais Building, Koror, Palau 96940]. If you have any inquiries, please contact Ms. Johanny Kurihara at (680) 488-5320/3870 or e-mail jkurihara@ppuc.com. Further details and information such as the scope of services, payment terms, contract clauses, and other relevant details relating to the bids are provided below and in the following pages

2. BACKGROUND

The Palau Public Utilities Corporation (PPUC), a wholly-owned Government parastatal, is the only agency in Republic of Palau providing Electricity, Water and Sewerage services. With a workforce of around 290 employees, PPUC delivers safe and reliable services of Electricity, Water and Wastewater to customers. The PPUC is emphasizing its role and responsibilities to give better service to the public where electricity, water and wastewater is concerned.

Currently, PPUC serves about 6,500 customers and bills about 5.5Million kwh of electric and 60Million gallons of water per month. Our services cover Koror (the economic capital), Babeldaob and the three outlying islands states. PPUC currently employs 290 employees, maintains two administrative offices, five power plants and several water/sewer stations.



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PPUC was created in 1994, the same year Palau gained independence as a sovereign nation. Since then, PPUC has been operating the national electric utility and the distribution facilities, which now cover about 47 linear miles of 34.5KV transmission and 114 linear miles of 13.8KV distribution lines. Palau has an installed rated capacity of slightly over 30.32MW with power plants located at Malakal, Aimeliik, Peleliu, Angaur and Kayangel. Malakal and Aimeliik provide power to the central grid supplying Koror and Babeldaob.

3. INTRODUCTION TO FACILITIES AND FUEL CONSUMPTION

A. Malakal Power Plant

- At the Malakal Power Plant site there are three tanks:
 - One (1) tank with 147,000 gallons capacity that provides fuel to One (1) 3.2MW each Mitsubishi generators engines,
 - Two (2) tanks with a capacity of 23,600 gallons each are used to provide fuel to the (2) 5MW each Niigata Engines, Wartsila and CAT Engines.
- The Malakal power plant has no pipeline; all fuel supplies are currently brought in by tanker truck from the port area.
- Monthly consumption is 300,000 USG.

B. Outlying States Power Plant

- At Angaur Power Systems: monthly consumption is 3,400 USG
 - One tank at 4,000 gallon and Two Tanks with capacity of 5,000 gallons
- At Kayangel Power Systems: 1,500 USG
 - One tank at 4,000 gallon and Two Tanks with capacity of 5,000 gallons
- At Peleliu Power Systems: monthly consumption is 12,000 USG
 - Two Tanks at capacity of 5,000 gallon and 1 Tank with capacity of 10,000 gallons

C. Additional Information

- The Aimeliik Power Plant is connected with the Malakal Power Plant through a 34.5kV transmission system. As of December 31, 2015, these power plants together serve over 6,000 customers in the islands of Babeldaob and Koror.
- The PPUC Power Generating Plants- Malakal Power Plant plus Outlying States Power Systems consumed approximately 2.9 million U.S. gallons of diesel fuel in fiscal year 2022.



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4. PACKAGES TO BE CONTRACTED

A. Requirement(s)

✓	PPUC is interested in proposals that <u>respond to its need for supply reliability and long term price stability</u>
✓	<p><u>Other Concepts:</u></p> <ul style="list-style-type: none"> • While this RFP outlines several concepts, PPUC will entertain additional proposal concepts so long as they otherwise meet its requirements for reliability and cost reasonableness. • If an Offeror determines that a particular concept has merit, but does not meet some of the PPUC specified requirements, it must justify and support such concept with concrete and measurable benefits to PPUC. The benefits must exceed the requirements stated in this RFP, otherwise, the proposal may be rejected.
✓	<u>For all concepts,</u> the Offeror shall provide total cost over the life of the contract, plus detail cost categories, supply arrangements and benefits to PPUC.
✓	<u>Permits and Responsibilities—</u> Offeror will be responsible for obtaining any necessary licenses and permits and for complying with any applicable Republic Of Palau laws and regulations necessary for performance of the contract.
✓	<p><u>Detail Description:</u></p> <ul style="list-style-type: none"> • Describe the proposed contract or supply arrangement. • Describe any proposed services, upgrades or installations to be offered. • Provide specific responses to PPUC required data in Part IV and Part V—Packages and Prices of Packages respectively. • Describe in detail the processes, frequencies and other relevant information for quality control, analysis and testing.
✓	<p><u>Product and Services Quality Assurance:</u></p> <ul style="list-style-type: none"> • Describe Offeror’s quality control procedures during shipping, delivery and storage. • Further describe Offeror’s quality control procedures that would ensure continued delivery and integrity of quality of products and services as specified in this RFP.



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B. Package Details

There are a total of Two (2) separate packages. The Offeror may submit separate proposals for each of the package(s) described below or submit a proposal for any combination or all of the packages below. The Offeror shall submit complete proposals in accordance with the instructions, procedures and requirements outlined in this RFP.

Package A:

Supply of Diesel Fuel to the Malakal Power Plant and Outlying States Power Systems

This package requires the offeror to provide a complete proposal for the supply of Diesel Fuel in accordance with LSADO specification on **Exhibit I** to ensure an available and continuous supply of diesel fuel for the power generators in the Malakal Power Plant and to PPUC Outlying States- Angaur Power System, Kayangel Power System and Peleliu Power System. Proposals must provide details of supply arrangement and cost to deliver fuel to the Malakal Power Plant and to the Outlying States for a three (3) year term.

Fuel Oil Delivery Operations

Offeror will coordinate and oversee delivery of fuel at the Malakal Power Plant and Outlying State Power Systems. Daily, monthly and annual reports of fuel delivery operations shall be provided to PPUC. Deliveries may only be initiated at the request of designated Malakal personnel and Outlying States personnel. Malakal's monthly fuel requirement is estimated at around 300,000 to 380,000, Peleliu Power System is estimated around 11,000 to 12,000, Kayangel Power System is estimated around 1,000 to 1,500 and Angaur Power System is estimated around 3,500 to 4,500 U.S. gallons per month.

Logistics of Delivery and Forward Supply Arrangement

The access road to the Malakal fuel tank is narrow and congested with traffic from both generation and distribution departments. PPUC has increased in fuel requirement at the Malakal Power Plant after the installation of two 5MW each generators on May 2011, four .50MW small Mitsubishi and one 2MW CAT engine. Offeror shall provide detailed description of delivery arrangement and storage facilities that would provide forward supply of ninety (90) days for all products. Delivery arrangement shall not interfere with normal plant and power distribution operations.

Compliance with EQPB Regulations

For each delivery of fuel, offeror shall be responsible for compliance with all applicable Palau laws and the Palau Environmental Quality Protection Board (EQPB) laws and regulations and shall undertake all necessary measures to



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prevent oil spills.

Offeror, on their own, shall maintain, and operate/deploy all necessary oil spill equipment as required in the SPCC (Spill Preventive, Control and Countermeasure) Plan and shall be responsible for full remediation of ground and water in the event of an oil spill.

Monthly oil spill equipment inventory shall be provided to PPUC. Recommendation for additions, repairs, and/or replacement must be submitted with the report.

Package B:

Supply of Lubricants and other Petroleum Products

This package shall require the offeror to provide a complete proposal for the supply of lubricating oil, additives and other petroleum products, which conform to the detailed specifications found in **Exhibit II**. Proposal shall provide details of supply arrangement and cost to deliver lubricating oil, additives and other petroleum products to the Aimeliik Power Plant and the Malakal Power Plant including Outlying States Power Systems for a three (3) year term.

Offeror shall be responsible for engine oil testing as required for engine maintenance purposes. Proposal must include periodic oil testing every 250 running hours and as requested by PPUC. The testing shall conform to the test methods prescribed by the American Society for Testing and Materials (ASTM). The results of all testing shall be submitted timely to PPUC management comprised of the PPUC CEO, Power Generation Division (PGD) Manager, and the Power Plant Superintendent, for the purpose of monitoring engines and prevention of possible breakdowns.

The Scope of service shall encompass, at a minimum, the following details:

1. Preface

Offeror will be responsible to plan and conduct activities for the management, maintenance, and operations of the Fuel Farm Facilities in order to deliver and meet the fuel supply requirements for continuous and uninterrupted operations of the Malakal and Outlying States Power Systems and to coordinate fuel deliveries, fuel transfers, and security of fuel storage facilities for PPUC.

2. Compliance with EQPB Regulations

For each delivery of fuel, offeror shall be responsible for compliance with all applicable Palau laws and the Palau Environmental Quality Protection Board (EQPB) regulations and shall undertake all necessary measures to prevent oil spills.



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Offeror will be responsible for the update of the existing SPCC Plan, preparation and submittal of the required Facility Spill Response Plan and SPCC Plan to Palau Environmental Quality Protection Board (EQPB) and to secure approval for such plans as mandated of the Offeror as the operator and PPUC as the owner and PPUC shall be furnished with copies thereof.

Offeror(s), on their own, shall maintain, and operate/deploy all necessary oil spill equipment as required in the SPCC Plan and shall be responsible for full remediation of ground and water in the event of an oil spill. Monthly oil spill equipment inventory shall be provided to PPUC. Recommendation for additions, repairs, and/or replacement must be submitted with the report.

5. PRICING OF PACKAGES: PRODUCTS AND SERVICES

Price Concept Being Proposed for each, combined, and/or all packages should, at a minimum, conform with the following:

✓	State in full the prices for the concept(s) being proposed.
✓	Provide tables detailing components of price for the term of the proposal.
✓	Use U.S. Dollars as the basis for quoting prices and costs. U.S. or metric fluid measures shall be used for supplies, capacity and must be used consistently throughout the proposal.
✓	All concepts should include, but not limited to, pricing details as in (a) base or unit price, (b) shipping price, (c) Mark-Up price, (d) other prices, (e) carbon tax and Palau goods and services tax (PGST), and (f) total price.

A. PACKAGE A: Diesel Fuel of Malakal Power Plant and Outlying Power System(s) respectively

See Attached—Exhibit I for product specification. Please delineate your pricing proposal in a table comprised, at a minimum, the following:

<u>ITEM</u>	<u>COST</u>
MOPS (Mean of Platts of Singapore)	\$
Ocean Freight	\$
Secondary Freight	\$
Premium	\$
Trucking and Handling	\$
Carbon Tax	\$



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PGST (Palau Goods & Services Tax)	\$
TOTAL	\$

Please explain pricing details as in:

Price Factors—LSADO

1. Product Unit Price

Specify the details of unit pricing used in the proposal. For LSADO, a market driven price of fuel MOPS (Mean of Platts of Singapore) must be used as a base price. Any other pricing concept must be fully described and referenced to MOPS throughout the duration of the contract period. A fixed volume air/temperature adjustment to 60° F shall be disclosed in the proposal as well—where the point of sale must be the Power Plant fuel tank. A fixed ambient fuel temperature at 86° F is assumed.

- a. Fully explain all assumptions and calculations used. Vendor shall provide official publications of MOPS upon PPUC’s request and shall provide a daily compilation of MOPS pricing which make up the base price.

2. FOB point and shipping price

Specify details of the FOB point and shipping price used in the proposal. Detailed description of freight cost shall be included.

3. Mark-Up Price

Specify details of Mark-Up Price factors if relevant to the proposal.

4. Taxes and Duties

Specify details of taxes and duties used in the proposal. This should include Palau Goods & Services Tax and Carbon Tax.

5. Other Cost

Specify all associated or relevant costs and pricing not mentioned elsewhere.

6. Adjustment and Contract Prices

Specify volume discounts, freight adjustments, market adjustments, and other factors affecting the contract price to PPUC.

B. PACKAGE B: Lube oil and Other Petroleum Products

For fiscal year ending September 2022, the following lube oil(s) were purchased for the power plants:



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Power Plants	2022
Aimeliik Power Plant	120 Drums
Malakal Power Plant	230 Drums
Peleliu Power Plant	10 Drums
Angaur Power Plant	2 Drums
Kayangel Power Plant	1 Drums

See Attached—Exhibit II for product specifications and explain pricing details as in:

Price Factors

1. Base Cost

Specify the details of unit pricing used in the proposal. For example, drums and whichever package size included in the unit price. All containerized products shall be in quantities not greater than 200L. At a minimum, the base price shall be the product cost at FOB shipping point, supported by supplier's invoice.

2. Shipping Price

Specify the shipping price used in the proposal.

3. Mark-Up Price

Specify details of Mark-Up price factors if relevant to the proposal.

4. Taxes and Duties

Specify details of taxes and duties used in the proposal. This should include PGST Tax and Carbon Tax.

5. Other Cost(s)

Specify all associated or relevant costs and pricing not mentioned elsewhere.

7. Adjustments and Contract Prices

Specify volume discounts, freight adjustments, market adjustments, and terms of credits with other factors affecting the contract price to PPUC.



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6. PROPOSAL DETAILS

To facilitate review of the proposals, the PPUC is asking each Offeror to submit its proposal(s) in conformance with the following:

A. Format of proposals

1. A cover page with a table of contents
2. An executive summary page that identifies:
 - Packages (A & B) being proposed.
 - Pricing Concepts summary
 - Payment Terms
 - Summarized scope of work and key assumptions.
3. Corporate Bio and history of technical expertise.
4. A proposal body that provides an overview and complete details of supply arrangement, including source, transportation and delivery logistics, and forward supply requirement, pricing concepts for each package or combination of packages, and extensive detailed description of each of the requirements of the RFP packages.
5. Provide quality control procedures during transit, and product and services quality assurances during the duration of the contract.
6. Other Proposal features which are unique and will contribute to the overall value of the offer or proposal.

B. Proposal Addendums

1. Capability and Qualifications
 - Provide annual reports that contain performance data that demonstrate Offeror's ability to fulfill the terms of the proposal.
 - Provide Audited Financial Statements of the last three (3) years.
 - Provide evidence of safety record for shipping, leadership in fuel, lube oil and/or chemical analysis and demonstrate experience in Micronesia.
 - Provide evidence of experience providing similar services in the area or the Pacific Rim.
2. Reference list and contact information (a minimum of Five References).



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3. Credit history from a global credit agency.
4. Environmental Protection and Insurance with Indemnity Requirements
 - Provide detail of ability to comply with local EQPB laws and regulations. Upon Contract Award and prior to commencing work, Offeror shall obtain and thereafter maintain following types of insurance at no cost to PPUC:
 - General Liability insurance with a coverage for "on an occurrence basis" commercial general liability which includes owner's and contractor's protective and contractual liabilities, and have a general aggregate limit of one million U.S. Dollars (\$1,000,000), and a single occurrence limit of one Million U.S. Dollars (US\$1,000.000).
 - For packages A & B Pollution Liability Insurance shall be carried at a minimum Thirty-five Million US Dollars (US\$35,000,000) per occurrence coverage.
 - "Certificates of Insurance" evidencing coverage as in (1) and (2) above must be of reputable company with A.M. Best's Key Rating of B+ or better and acceptable to PPUC.

C. Proposal Submission

The proposals shall be sealed in a package and should include:

1. The Offeror's information (i.e., Name, Address, and Contact) on the outside package
2. The RFP# on the outside of the package that should be submitted NO LATER THAN 04:00 PM of the CLOSING DATE-Palau Time.
 - a. [Note: The RFP # and Project Name should be in big fonts.]
 - b. The sealed package should include the *one (1) original proposal(s) for each or all packages plus six (6) copies and one (1) soft electronic copy.*
3. **BID BOND: A bid bond at 10% of projected proposal value shall accompany the proposal and must be issued by a local or international surety approved by the PPUC CEO.**

The PPUC shall have the full right and authority to use any and all information contained in the RFP submittals for any other purpose it deems appropriate in its sole discretion, unless the offeror clearly specifies the information in the offeror's RFP which shall be used only for the limited purpose of evaluating the RFP, and so specifies in writing such information with the following statement: "This particular data/information furnished in connection with our proposal shall not be disclosed to any third party or for any purpose



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other than the evaluation of this RFP by PPUC.” However, if the contract is awarded to an offeror, PPUC shall have the right to duplicate, use or disclose such data to the extent provided in the contract or as ordered by the Court.

All responses to the RFP will be held by PPUC in strict confidence until the contract to the successful offeror has been executed, whereupon PPUC shall have ownership rights to all proposals received, as constrained by offerors.

7. PAYMENT TERMS

Payment terms shall be determined as follows:

1. Net 45 term or comparable offer.
2. All payments shall be made after receipt of original invoice from contractor for each supplying phase, certified by a duly authorized PPUC representative.

8. EVALUATION AND SELECTION PROCESS

A. Criteria

Each proposal will be evaluated initially by a specially convened committee in line with the criterion set forth in this section. All proposals, Package A & B and their separate components will be subjected to the same evaluation criteria and process.

The following criteria (NOT in any particular order) will be used to evaluate proposals:

1. Compliance with proposal requirements. All proposals will be reviewed for their compliance with instructions set forth herein by PPUC and meets the requirements of this RFP.
2. Offeror Qualifications. All proposals will be evaluated as to the quality of the "team" and the background and experience of the organization submitting proposals. Main focus of Offeror's evaluation would be Offeror's ability to deliver products and services in this RFP. Screening analysis to identify areas of each proposal which needs clarifying will also be done.
3. Commercial Terms (Price). The evaluation of proposals will be heavily weighted toward cost. The easier this section is to understand and the more definitive the offer is regarding assumptions and key financial factors, the better the chance of receiving a high score in this critical area of the RFP.
4. Payment Terms.
5. Responsiveness in providing Value Added Services.



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9. GENERAL CONDITIONS

A. Assignment of Contract

The contract shall not be assigned to any party without the prior written consent of PPUC.

B. RFP Modification

This RFP does not commit PPUC to award a contract, to pay any costs incurred in the preparation of the proposal under this request, or to procure or contract for services. PPUC also reserves the right to accept or reject any or all proposals received under this request, to negotiate with qualified offeror, or to cancel in whole or in part this RFP, if it is in the best interest of PPUC to do so. Offerors under this RFP may be required to participate in negotiations and to submit any price, or technical revisions to their proposals as may result from the negotiation process.

C. Payment Bond

PPUC requires that all contractors with **contracts in excess of \$ 100,000.00 should acquire payment bond** tendered in a manner and through a surety acceptable to the PPUC General Manager, which guarantees satisfactory performance of the work provided in the contract and protects PPUC of secondary obligations.

D. Supply Bond

PPUC requires a supply bond for this contract tendered in a manner and through a surety acceptable to the General Manager, which guarantees satisfactory performance of the work provided in the contract.

E. Transfer of property

All proposals shall become PPUC property.

F. Conformity

The PPUC procurement regulations shall apply to all proposals and bids and all winning Offerors and contractors shall be bound by them.

H. Inquiries

Any inquiries, requests, clarification, or additional information pertaining to this RFP shall be made in writing, by email or fax through the contacts provided.



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10. CONTRACT CLAUSES

A. All contracts shall, at a minimum, contain the following clauses:

1. Governing Regulations
2. Penalties for Violation of Regulations
3. Contract Disputes
4. Gratuities
5. Kickbacks
6. Representation of Contractor Concerning Contingent Fees
7. Changes
8. Stop Work Order
9. Termination for Defaults or Convenience
10. Approvals, Certificates, Permits and Licenses
11. Laws and Regulations
12. PPUC's right to inspect
13. Commencement of Work
14. Liquidated Damages
15. Schedule
16. Clear Title
17. Taxes
18. Force Majeure
19. Relationship
20. Entire Agreement
21. Assignment
22. Subcontracts.
23. Contracting Officer



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11. CONTACT DETAILS

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ATTACHMENTS



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EXHIBIT I: PRODUCT SPECIFICATIONS: DIESEL FUEL
LSADO

PALAU PUBLIC UTILITIES CORPORATION PRODUCT SPECIFICATIONS AUTMOTIVE DIESEL OIL, LOW SULFUR				
No.	Test	Limit		Test Methods
1	Density at 15C, kg/l	0.820/850'	min/max	D 4052
2	Gravity, API	32.0/42.0	min/max	D 287
3	Acid Number, mg KOH/gm			
4	Strong	Nil		D 974
5	Total	0.25	max	
6	Ash, wt. %	0.005	max	D 482
7	Carbon Residue, wt. % (on 10% Bottoms)	0.2	max	D 524
8	Cetane Index	50	min	D 976
9	Cloud Point, F	60	max	D 2500
10	Pour Point, F	50	max	D 97
11	Copper Corrosion, 3 hrs. @ 100	2	max	D 130
12	Distillation, F (C) 90% Rec.	698 (370)	max	D 86
13	Flash Point, F	150	min	D 93
14	Color	3	max	D 1500
15	Sulfur, wt.%	0.5	max	D 1298
16	Viscosity at 40 C, cSt	1.9/5.5	min/max	D 445
17	Water and Sediment, vol %	0.05	max	D 1796
Must not contain MTBE in any quantity				
Test methods shall be those prescribed by the American Society for Testing and Materials (ASTM) Standards for Petroleum Products, Lubricants, and Fossil Fuels latest edition.				



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**EXHIBIT II: PRODUCT SPECIFICATIONS: LUBE OIL AND OTHER
PETROLEUM PRODUCTS**

PALAU PUBLIC UTILITIES CORPORATION PRODUCT LIST	
Generator Lubricants and Additives	
1	Delvac 1640
2	Delvac MX 15w40
3	1640/Delvac MX 15w40
4	Mobilgear 600XP 150
5	Mobil DTE 26
6	Mobil DTE Heavy Medium
7	Mobil Rarus 426
8	Mobilux EP 2
9	Mobil Grease 28
10	Mobil Aero HFA (5gal)
11	Simple Green
12	Olympus Alpha Green coolant 50/50
13	Degreasing Fluid
Equivalent products will be considered but complete specifications of proposed product must accompany Pre-Qualification Statement Documents.	

Note: Lube oil and other petroleum products supplier will be responsible for engine oil testing on a monthly or quarterly basis as determined to be applicable with test results to be provided to the PPUC Management and the Power Plants.

Test methods shall be those prescribed by the American Society for Testing and Materials (ASTM) Standards for Petroleum Products, Lubricants, and Fossil Fuels latest edition.