

MARKETING

NRL has two sophisticated Marketing Terminals, one each at Numaligarh and Siliguri for distribution of Petroleum Products to its customers. Major products are marketed through the PSU Oil Marketing Companies and Private oil companies.


Besides, NRL also sells products to direct customers comprising of Oil and Natural Gas Commission (ONGC), National Aluminium Company (NALCO), HINDALCO, GAIL and Tea Industries.


Over the years, NRL has been able to maintain a reputation as a reliable supplier in terms of quality and volume. The Company maintains high level of transparency and efficiency in transactions.

Numaligarh Refinery Marketing Terminal (NRMT)

Numaligarh refinery has implemented one of the most sophisticated Marketing Terminals. After meeting the requirement of petroleum products in North-East, the surplus petroleum products are moved out to other parts of the country. At current demand level, 15% of Numaligarh Refinery production is absorbed within the North-East. At Marketing Terminal state of the art Terminal Automation System (TAS) has been installed to affect the despatches both through road and rail. The TAS solution was imported from M/s Alstom, France and adopted in the year 2000. The TAS is seamlessly integrated with the ERP System to enable operation and business processes work in tandem.

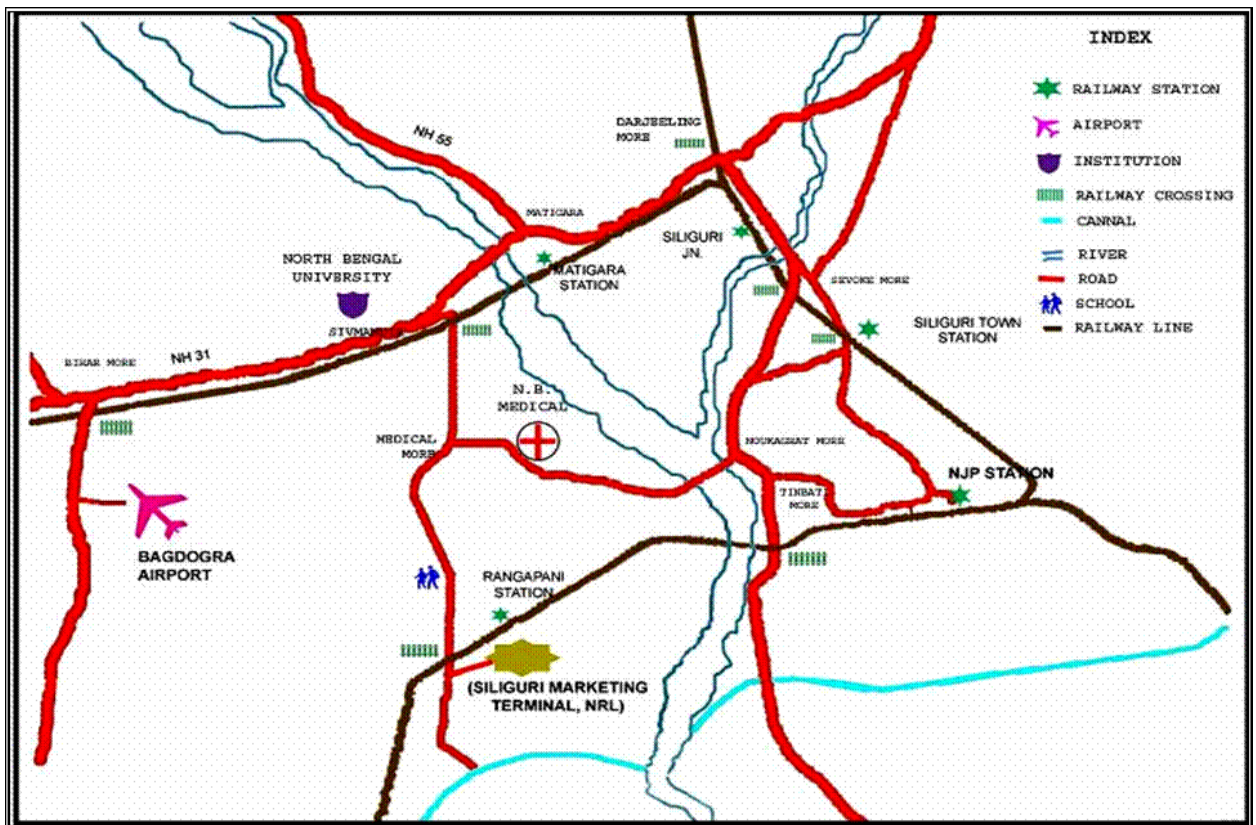
The first rake of products from the Marketing Terminal was flagged off by Honourable Minister for Petroleum & Natural Gas, Shri Ram Naik on 9th April 2000.

	Rail Loading Gantry		
::	700 mtr. long gantry with 2 spurs		
::	2 BTPN rakes of different products can loaded simultaneously		
			

Road Loading Gantry		
::	15 Bays for Oil Loading	
::	05 Bays for LPG Loading	

Siliguri Marketing Terminal (SMT)

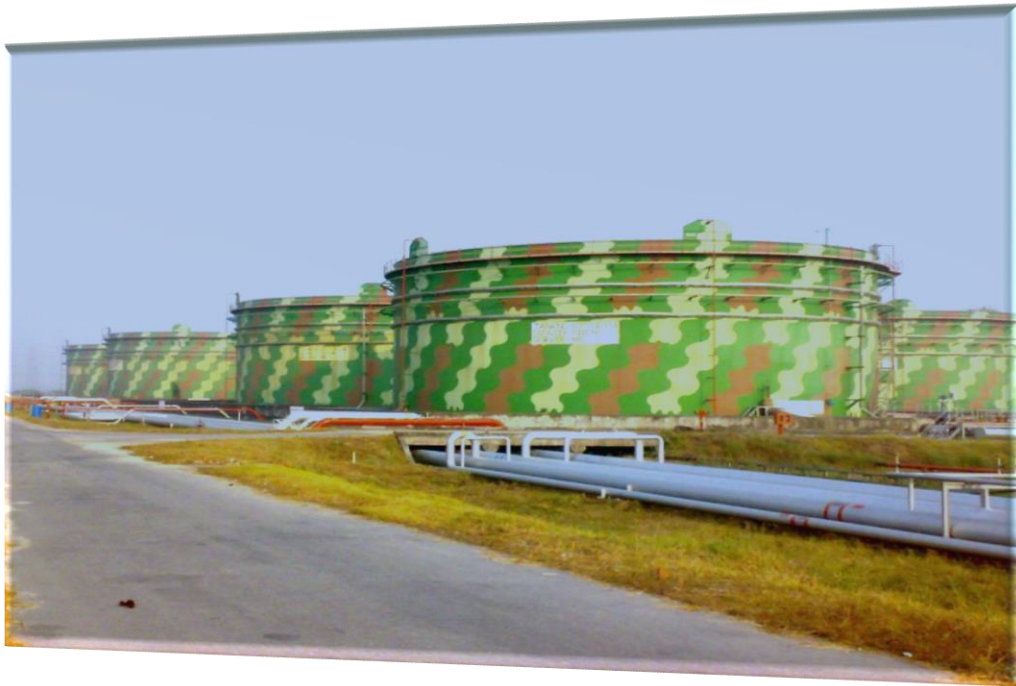
Siliguri Marketing Terminal receives products through the Numaligarh Siliguri Pipeline. The Terminal is currently designed to receive 1.71 MMTPA product from the pipeline. The terminal is operated in 3 shift basis.



Facilities

Land Area: Total land area is 99.42 Acres which accommodate among other this a railway siding.

Tankage:



Service	No		Cap. (KL) Each	Cap. (KL) Total	
	Present			Present	
HSD	6		15000	90000	
SKO	2		5000	10000	
MS	4		13000	52000	
SLOP	2		500	1000	
Fire Water	2		2464	4928	

Road loading gantry

Road loading facility is designed to meet demand in the vicinity of Siliguri including the requirement of Sikkim and Bhutan.

Service	No of Bays		Remarks
	Present	Future	
HSD	6		
SKO	1		Mix loading
MS	2		



Rail Loading Facility (Single Spur)



SMT has facilities for loading full BTPN Tank Wagon rake with product MS, HSD and SKO. It has facilities to unloading Tank Wagon HSD and SKO Tank Wagon rake.

Tank Wagon rake with HSD is being for export to Bangladesh from this railway siding.

Laboratory facility:

The Terminal has a NABL accredited Laboratory for certification of all products before despatch from the terminal. Additionally, it is also equipped to handle MDG samples.

