

Marketing Training Report

Tuneer Bhattacharjee
Employee Id: 514370
BhattacharjeeT@indianoil.in

August 18, 2019

Contents

1	Sanand Bottling Plant - Day 1 (13.08.2019)	2
1.1	Important Terms and Abbreviations	2
1.2	Introduction to Sanand LPG Bottling Plant - Salient Points	2
1.3	Roles and Responsibilities - Salient Points	3
1.4	LPG Plant Layout - Salient Points	4
1.5	FAQs	4

Chapter 1

Sanand Bottling Plant - Day 1 (13.08.2019)

1.1 Important Terms and Abbreviations

- OISD = Oil Industry and Safety Directorate
- TT= Tanker Trucks
- Cavitation = Cavitation is a phenomenon in which rapid changes of pressure in a liquid lead to the formation of small vapor-filled cavities, in places where the pressure is relatively low. When subjected to higher pressure, these cavities, called "bubbles" or "voids", collapse and can generate an intense shock wave. These shock waves can damage pumps/motors.
- CFM= Cubic Feet per Minute
- SO= State Office
- HO= Head Office
- DOA= Delegation of Authority
- BCW= Blue Collar Workers

1.2 Introduction to Sanand LPG Bottling Plant - Salient Points

Faculty: Shri. Joydev Ojha, DGM(P), Sanand BP

- Due to low land prices and government push, this particular bottling plant has much more space than what is required under the OISD guidelines.
- In addition to that, there is a 66 acre buffer area which is not required anymore according to the latest OISD guidelines so, the plant "occupier" or location in charge Shri. Joydev Ojha, DGM(P) has decided to utilize it to benefit the corporation in the following ways:-
 - A 8MW solar plant was established in the buffer area which generates about Rs.3 lacs of electricity per day, part of which is used up by the factory and part is distributed to other IOCL facilities via the grid. It is important to note that according to the some regulations in the Gujrat solar power consumption policy, IOCL at max can only generate 50% of their net electricity demand if they wish to stay on grid and share their power with other IOCL facilities using the same. This facility covers 66 acre of the buffer area.
 - A 2 acre lube storage facility (CFA). It is important to note here that lube being a high flashpoint product is an "excluded product". Therefore, storing it in buffer areas donot raise any safety concerns.
 - 4 acres are being delegated to the pipelines division to facilitate the Kandla-Gorakhpur pipeline.
- Product is sourced into the bottling plant using approximately 100 LPG TTs of 18-20 MTs from the following sources -
 - Kandla port
 - Pipawa port
 - Varoda refinery
 - Reliance refinery, Jamanagar
 - Essar refinery, Jamnagar etc.
- There are 8 TLDs which takes about 3-4 hours to completely decant all the trucks and this happens in about 4 batches a day.
- Storage of LPG is done as follows:-
 - 3 Horton Spheres 1400 MT, 1200 X 2 MT
 - 1 Stationary Vessel ie. Bullet 150 X 4 MTTherefore, net storage capacity = $1400 + 12 \times 1200 + 150 \times 4 = 4400 MT$
- Decantation is done via pressure difference using a vapour compressor in the following steps:-
 - First vapour of TT is pressurized by taking vapour from vessel. This forces liquid LPG to move from TT to vessel.
 - Then, liquid valve is closed and then vapour is sucked from the tanker using vapour suction.This method is preferred over simply using pumps to pump the LPG from TT to vessel because if the pump pulls vapor by mistake, that will lead to cavitation.
- There are 3 carousels - 1400 cylinders/hour X 2 and 1600 cylinders per hour.
- The 3 carousels are fed by 3 pumps - 110 , 90, 36 X 2 CFM each with a max capacity of 6000 cylinders per month therefore, the net capacity would be approximately 18000 per month, but generally only about 15000 are required to be produced as per guidance from SO.
- The following requirement from SO side is generated by a computer model which takes the following factors into account -
 - Bulk receiving cost
 - Capacity of plant
 - Demand from market
 - Transportation cost from plant to market
- There are 2 types of valves in cylinders ie. Self Closing Valve (SC) 1.2 and Liquid Off Take Valves (LOT) 1.1.



Figure 1.1: LOT Valve



Figure 1.2: SC Valve

- Delivery within 24 hours to distributor.
- There are baffle plates in LPG TTs to arrest momentum of the fluid thereby causing less hindrance to the driver.

1.3 Roles and Responsibilities - Salient Points

Faculty: Shri. Joydev Ojha, DGM(P), Sanand BP

- Occupier has the role responsibility and has the power of attorney
- The occupier then delegates the responsibility /authority to other officers below him via DOA guidelines.
- Finally the grass root users of official authority are Grade 'A' Officers who get the work done by the BCW in company payroll and contractors.

1.4 LPG Plant Layout - Salient Points

Faculty: Shri. B.H. Bharti, SM(P), Sanand BP

- There are four sizes of BPs based on net production per annum-
 1. less than 6000 — Micro
 2. between 6000 to 22000 — Mini
 3. between 22000 to 68000 — Major
 4. greater than 68000 — MegaBased on information given above the average production per month of Sanand BP is 15000 therefore appx. production per annum $15000 \times 12 = 180000$ which is greater than 68000. Therefore, Sanand BP is a Mega Plant.
- Faculty: Shri. Joydev Ojha, DGM(P), Sanand BP
- Vapour seals are used in water drains so that LPG vapour (which is heavier than air) cannot travel outside the plant licensed area where it can catch spark and ignite thereby causing grave fatalities and carry the ignition to plant and cause an even bigger calamity.
- Types of storage at any LPG facility can be as follows:-
 - Above ground storage- Bullets, Horton Spheres, Mounded Storage
 - Under ground storage
 - Cavern storage
 - Refrigerated storage tank @ -42°C and atm pressure
- Minimum of 3 vessels are to be kept at a plant.
- Storage vessel should be filled upto 84-85% to keep room for LPG expansion with change of temperature, failing this, risk of explosions due to expansions are considerably increased which renders such operating procedure ineffective and useless.
- Minimum compressor air pressure for carousel is 5.5 kg/cc and for the latest fully automatic carousel it is 6 kg/cc
- The following are the various types of LPG cylinders in the portfolio of IndianOil-Indane - (all are weight of LPG only)
 - 5 kg (domestic/commercial)
 - 14.2 kg (subsidized/non-subsidized domestic)
 - 19 kg (commercial for hotels etc./nanocut for fabrication etc.)
 - 47.5 kg (commercial for furnace, biscuit burners etc with SC or LOT valves/ domestic)
 - 425 kg (only commercial)
- The color coding for Indane cylinders is red for domestic and blue for commercial.
- Nanocut cylinders contain LPG along with an additive which gives rise to a sharp flame, which helps in cutting metal easily and accurately.
- The following are the truck capacities of the LPG cylinder trucks -306, 450, 504, 540 cylinders.
- SAP code for induction of new trucks - O4V1
- The bulk tankers incoming have the following capacities - 18 MT and 21 MT
- The following are defects for which cylinders are returned to IOCL from market and the corporation has to suitably compensate the distributor via credit according to policy (**Market Return Policy**)-
 - Oversize/undersize valve
 - Bung leak
 - Underweight/overweight
 - Broken pin
 - Pin stuck up
 - Water filled cylinder
 - Body leak
 - Other OMC (Oil Marketing Company) Cylinder
 - Burnt cylinder
 - SRD (Stay Ring Defect) / FRD (Foot Ring Defect)

1.5 FAQs

What is the standard pressure in a LPG T/T? answer

What is the minimum pressure in a LPG cylinder? 15 kg/cc

What factors go into the calculation of production requirement of a bottling plant? answer

Why are LOT cylinders required? Because Liquid Off Take (LOT) Cylinders have valves with pipes which go down to the lower part of the cylinder therefore, allowing it to draw liquid from the cylinder which may then be used to evaporate at a higher rate along with other LOT cylinders, thereby creating enough vapour for large burners, furnaces etc. Therefore, it is generally used for commercial/industrial purposes.

What is the additive added to LPG in Nanocut cylinder and what parameter of the LPG does it change? answer

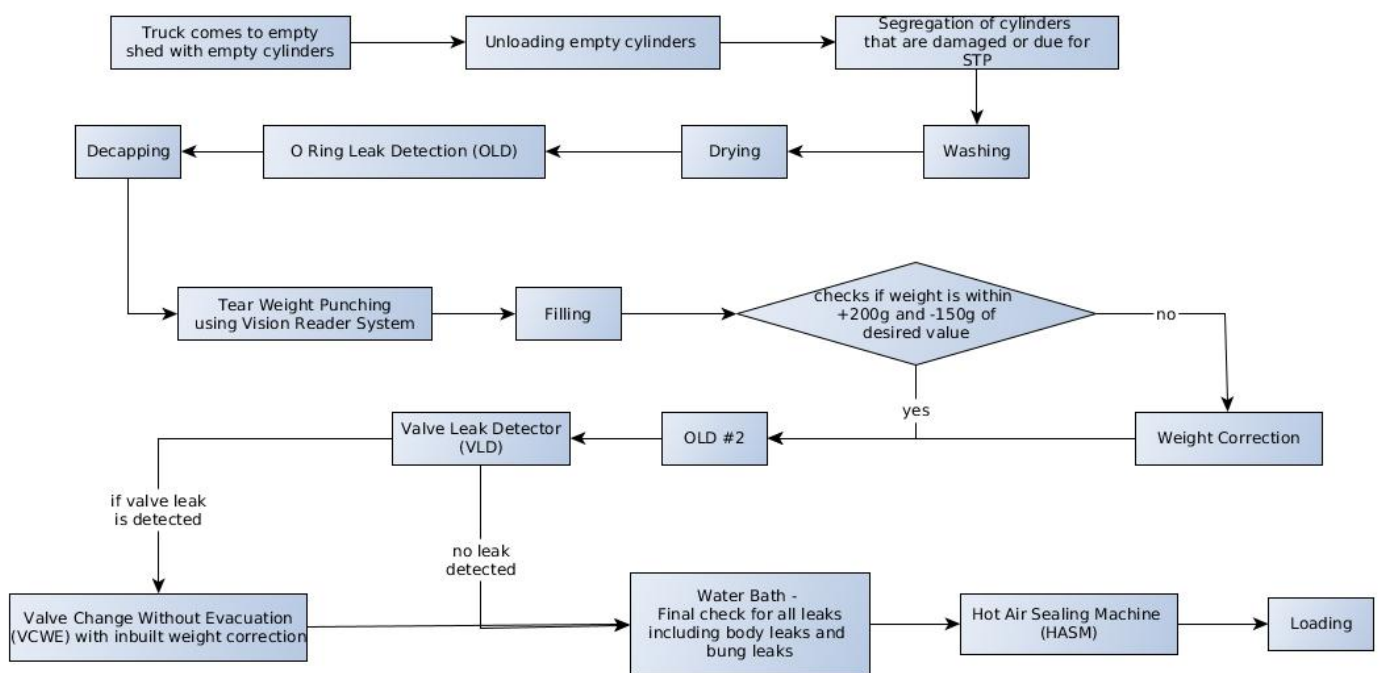


Figure 1.3: LPG filling process flow

Chapter 2

Sanand Bottling Plant - Day 2 (14.08.2019)

2.1 Electrical Systems - Salient Points

Faculty: Shri. Prakash Chand Meena, OO(P), Sanand BP