

**Pakistan International Airlines**  
Purchases Technical (Commercial) Section  
1<sup>st</sup> Floor, Supply Chain Management Department Building  
PIAC Head Office Karachi Airport.  
Tel: +92-21-9904-3048,  
[nadeem.majeed@piac.aero](mailto:nadeem.majeed@piac.aero), [hakim.jan@piac.aero](mailto:hakim.jan@piac.aero)

Tender Ref # **23010015**  
Date: 15-03-2023  
Tender Fee. PKR:10,000/=

## **Invitation for Tender and Instructions to Bidder(s)**

M/S \_\_\_\_\_  
\_\_\_\_\_

**SUB: PROCUREMENT OF PALLET LASHING NETS (DAP-FRA)**

Dear Sir(s),  
Pakistan International Airlines Head Office Karachi is pleased to invite sealed tenders for the items as mentioned in attached list (Schedule-A).

The terms & conditions of the tender / supplies are given as below:-

**a) PREPARATION & SUBMISSION OF TENDER**

1. Tender documents can be prepare / submit on  
**Single Stage Two Envelope basis.**

Both envelopes should be separately sealed, (and marked as) **Technical Proposal** & **Financial Proposal.**

- Bids should be dropped in the tender box placed at the main entrance of SCM Building Pakistan International Airline Near PIA Head Office Karachi Airport Karachi (Terminal-1) marked as "Tender Box Commercial Purchases" latest by **(19-04-2023) Wednesday, until (10:30 )Hrs.**  
Bids shall be opened on the same date/day/avenue at **(11:00 hours)**.
- Bids may also be dispatch through registered Courier, which must reach before the closing date / time (mentioned above) on the following address:

**General Manager**

Procurement

Supply Chain Management Department Building  
Pakistan International Airlines Karachi Airport Pakistan 75200  
Near PIA HO/Terminal No-1, JIAP Karachi.  
Ph: 0091 21 99044423

Tenders received **after stipulated date & time** shall not be entertained.

**Sign & Official Seal of Bidder**

**B). PREPARATION OF TENDER**

The Tenders document should be contain two envelopes and each envelope should be sealed individually as follows:

· **Technical Proposals** (Envelope) should contain following documents

- a. Technical Literature / Brochures of item.
  - b. Samples (where applicable)
  - c. Authority Letter (In the name of Rep. of Participating )
  - d. Tender Fee in shape of **P.O PKR.10,000/=** (for local/bidders) in favor of “**Pakistan International Airline**”, **tender fee not refundable.**
  - e. Signed **Copy** of **Duly Filled (Schedule-A) compulsory.**
  - f. Copies of all Applicable Certificates
- i.e. “**Mandatory Requirements, Affidavit & Check List**”

**Financial Proposals** should contain:

Price/rate /brand name **Duly filled (Schedule-A) compulsory.**

- a. Prescribed Tender Form (All Pages mentioning Rates/ Quotes).

[Each page should be filled, signed & bearing company's seal].

**Pay Order of Earnest Money for Rs.300,000.00 must beenclosed with Financial Proposal**

**Note: As per PPRA Rule No 25 bidders need to submit Earnest Money which is PKR Rs. 300,000.00/- (Refundable) in shape of Pay order in favor of “Pakistan International Airlines”.**

- Financial Proposals shall remain sealed and in the custody of PIA until the evaluation report (on basis of Technical literature & samples) is issued by Competent Evaluation Committee (CEC).
- Evaluation Report shall be uploaded on PIA / PPRA website for 10 days for bidders to contest (if they need). They may lodge their grievances to grievance committee within this stipulated time.
- Financial Proposal of only technically qualified bidder(s) will be opened on later stage (to be informed successful bidders) Remaining Those bidders who will not qualify in Technical Evaluation their Financial Proposals shall be **returned as un-opened**..

**C). ACCEPTANCE / REJECTION OF TENDER**

PIA does not pledge herself to imperatively accept the lowest bid, but reserves the right:

- To accept or reject any or all bids / quotations as per PPRA rules.
- To divide business among more than one supplier; or
- To accept the tenders at rates on lowest individual items; or
- To extend the date of opening as per PPRA rules.

**D). REGISTRATION / CERTIFICATION:**

Bidders **MUST** be registered with or certified by

- a. Taxation Authorities (GST/ NTN). [Attach copy]
- b.. Authorization from the Principal (if Authorized Agent / Distributor) [Attach Copy]  
[Original may be asked to show at time of tender opening]

**Sign & Official Seal of Bidder**

**E). Instructions for Foreign Bidders:**

Foreign bidders are exempted from Earnest money and Tender fee.

1. INCO TERM: CFR KARACHI (SCM BUILDING PREMISES).
2. The quote must specify delivery time after placement of the Purchase Order.
3. Payment terms will be **NET THIRTY DAYS (NTD)**.

**Bids through e-mail shall not be entertained.**

Yours truly,

**for Pakistan International Airlines**

**GM ( Procurement )**

Sign & Official Seal of Bidder

Encl:

1. Tender Schedule-A
2. Mandatory Requirement / Terms & Conditions
3. Undertaking
4. Integrity Pact

Notes: Prescribed Tenders form may also be downloaded from [www.piac.com.pk](http://www.piac.com.pk) and [www.ppra.org.pk](http://www.ppra.org.pk)

SPECIFICATION						
Description	USE/Applicability	UP / UOM	QTY	BRAND NAME	Country of Manufacture	Prod.Date
<b>PALLET LASHING NETS</b> (DAP-FRA) (SPECIFICATION AND EVALUATION CRITERIA IS ATTACHED BELOW)	<b>BAAGAGE                      PALLETS</b>	Ea	300			
UNIT RATE PKR / USD / GBP / OTHERS	GST As Applicable		EXTENDED VALUE PKR / USD / GBP / OTHERS		REMARKS	
		<b>Total</b>				
Offered delivery schedule: _____.		<b>Earnest Money</b>				
<b>Tender Must Be Fill through typing.                      or in case of being HAND WRITTEN, a TRANSPARENT TAPE                      must be there on the Financial bid . No Bid without these                      conditions should be accepted.</b>		<b>Grand Total</b>				

**Note:** *Please avoid cutting / over writing. using correction fluid while filling in this Tender Schedule.*

Authorized Signatures (of the Bidder): \_\_\_\_\_  
 Official Seal of the Company: \_\_\_\_\_

**MANDATORY REQUIREMENTS  
AFFIDAVIT & CHECK LIST**

**TENDER REFERENCE NO: 23010015**

1	<b>We are participating as:</b> ( <b>Tick</b> where applicable ) Manufacturer / Producer / Authorized Distributor / Suppliers.	Our Principals are M/ s:  [Note: Please attach Copy as applicable]
2	We are registered with following Authorities and our <b>Registration Numbers are:</b>  <b>Note:</b> 1. Please write ' N/ A ' where Not Applicable. 2. Please attach Copies of notified Documents.	<b>GST :</b> _____ <b>NTN :</b> _____ <b>ISO :</b> _____ <b>PSQCA :</b> _____ <b>OTHERS:</b> _____
3	<b>We have attached:</b> <b>Note:</b> [Don't write any amount in Earnest Money's column, if it is Single Stage Two Envelop Bid]	Tender Fee (Rs) : _____ [In Tech. Prop] * Earnest Money: _____ [In Finance. Prop] ** [Please <b>Do Not write Amount</b> here]
	* P.O / CR. No _____ Drawn on Bank: _____ Branch: _____ ** P.O / CR. No _____ Drawn on Bank: _____ Branch: _____	
4	Offered item will be from Fresh Stock and Minimum Expiry shall be (1) One Years.	
5	Our offered item(s) contains Warranty / Guarantee.	No / Yes _____ Years / Months (By Manufac.)
6	<b>Product Specific "MANDATORY" Requirements</b> <b>Size:</b> _____ <b>Color:</b> _____ <b>Brand Equivalent To:</b> _____ We are submitting Quality Samples Qty _____ ea along with our Technical bid.	
7	We shall make deliveries free of all charges, and as per schedule given in tender / Purchase Order.	
8	We are quoting <b>JUST ONE RATE</b> (inclusive of all taxes, mentioned separately) that are firm & final in all respects, and shall be valid for 180 <b>days</b> or extendable countable from the date of tender opening.	
9	We have attached (duly signed and affixed sealed) <b>Integrity Pact</b> on our letter head. The same shall be submitted by us (along with <b>Contract Agreement</b> ) on Stamp Paper if tender is awarded to us.	
10	We are agreed for Payment terms <b>Net Thirty Days</b> (NTD), and Income Tax deduction at source.	
11	We understand that the required quantities may be increased / decreased by 15 %.	
12	I / We do hereby affirm that: I / we have read and understood the terms and conditions of the tender as mentioned above & agreed that our bid is in line with the terms and conditions of this tender. Whatever is written above is true to the best of my knowledge and belief. I / we are fully aware that my / our bid may be rejected if; at any time, any of the entry is found wrong / false. This tender is filled in; the signature & affixing the company's seal on all pages are by me.	

Name : \_\_\_\_\_ Designation \* : \_\_\_\_\_

Address: \_\_\_\_\_

Cell No: \_\_\_\_\_ Tel No : \_\_\_\_\_ E-Mail : \_\_\_\_\_ Fax No: \_\_\_\_\_

Authorized Signature (Bidder): \_\_\_\_\_ Company's Seal : \_\_\_\_\_

\* **Note:** Please specify whether you are signing as:

- : Sole Proprietor or Attorney (if Proprietorship)
- : Active Partner or Attorney (if Registered under Partnership Act)
- : Secretary / Director / Manager (if Registered under Company's Ordinance)

**(To be submitted on Company's Letterhead))**

General Manager Procurement  
Procurement & Logistics Department  
Pakistan International Airlines.  
Karachi

**Subject: Undertaking to Execute Contract**

Dear Sir,

We/I, the undersigned bidders do hereby confirm, agree and under take to do following in the event our / my tender for supply of

\_\_\_\_\_ to PIA is approved and accepted:

That we / I will into and execute the formal contract, a copy of which has been supplied to us / me, receipt whereof is hereby acknowledge and which has been studied and understood by me / us without any change, amendment, revision or addition thereto, within a period of seven days when required by PIA to do so.

That all expense in connection with the preparation and execution of the contract including stamp duty will be borne by us / me.

That we / I shall deposit with PIA the amount of security as specified in the contract which shall continue to e held by PIA until three months after expiry of the contract period.

That in event of our / my failure to execute the formal contract within the period of seven days specified by PIA the Earnest money held by PIA shall forfeited and we / I shall not question the same.

**Bidders Signature:** -----

**Name in full:** -----

**Designation:** -----

**Address:** -----

**Phone/Fax No:** -----

**CNIC:** -----

**Seal :** -----

**Date:** -----/----- /2023

## INTEGRITY PACT / DISCLOSURE CLAUSE

**(To be submitted on Company's Letterhead)**

Declaration of Fees, Commissions and Brokerage Etc. Payable by the Suppliers, Vendors, Distributors, Manufacturers, Contractor & Service Providers of Goods, Services & Works\_\_\_\_\_the Seller / Supplier / Contractor hereby declares its intention not to obtain the procurement of any Contract, right, interest, privilege or other obligation or benefit from Government of Pakistan or any administrative sub-division or agency thereof or any other entity owned or controlled by it (GOP) through any corrupt business practice.

Without limiting the generality of the forgoing the Seller / Supplier / Contractor represents and warrants that it has fully declared the brokerage, commission, fees etc., paid or payable to anyone and not given or agreed to give and shall not give or agree to give to anyone within or outside Pakistan either directly or indirectly through any natural or juridical person, including its affiliate, agent, associate, broker, consultant, director, promoter, shareholder sponsor or subsidiary, any commission, gratification, bribe, finder's fee or kickback whether described as consultation fee or otherwise, with the object of obtaining or including the procurement of a contract, right, interest, privilege or other obligation or benefit in whatsoever form from Government of Pakistan, except that which has been expressly declared pursuant hereto.

The Seller / Supplier / Contractor certifies that it has made and will make full disclosure of all agreements and arrangements with all persons in respect of or related to the transaction with Government of Pakistan and has not taken any action or will not take any action to circumvent the above declaration, representation or warranty.

The Seller / Supplier / Contractor accepts full responsibility and strict liability for making any false declaration, not making full disclosure, misrepresenting facts or taking any action likely to defeat the purpose of this declaration, representation and warranty. It agrees that any contract, right, interest, privilege or other obligation or benefit obtained or procured as aforesaid shall without prejudice to any other right and remedies available to Government of Pakistan under any law, contract or other instrument, be void-able at the option of Government of Pakistan.

Notwithstanding any rights and remedies exercised by Government of Pakistan in this regard, the Seller / Supplier / Contractor agrees to indemnify Government of Pakistan for any loss or damage incurred by it on account of its corrupt business practices and further pay compensation to Government of Pakistan in any amount equivalent to ten times the sum of any commission, gratification, bribe, finder's fee or kickback given by the Seller / Supplier / Contractor as aforesaid for the purpose of obtaining or inducing the procurement of any contract, right, interest, privilege or other obligation or benefit in whatsoever from Government of Pakistan.

**(End)**

**EVALUATION CRITERIA FOR PALLET LASHING NET**

Qualifying Marks: 30 Total Marks: 50

S.No	EVALUATION CRITERIA	Marks Distribut	Maximum Marks
1	Vendor Status Manufacturer Supplier	5	5
		3	
2	Years in Business Above 10 years 10 to 05 years Less than 05 years	10	10
		7	
		5	
3	Airline Clientele Reputed/Recognized Average Below average	10	10
		7	
		5	
4	Warranty 05 years 03 year Less than 01 year	5	5
		3	
		1	
5	Delivery Point PK Online points PK nearest offline points Offline points	10	10
		7	
		5	
6	Financial Health--Annual Turnover USD 10 Million USD 05 Million Below USD 05 Million	10	10
		7	
		5	

  
**Assistant CTM (Logistic)**  
**Cargo Complex JIAP-KHI**

DGM Cargo Operations

G. M Cargo

Chief Commercial Officer

27/02/23



**Pallet Lashing Net Specification**

S.No	DESCRIPTIONS	SPECIFICATION
1	IATA Code	NAD/NMB/NME
2	NAS Specification	NAS 3610 2A1N/2M2N
3	Max: Gross weight	1500lbs (6804 kg)
4	Base Size	88/96inx125in (2235/2438mmx3175mm)
5	Height variants	96in (2438mm)
6	Certification	FAA TSO C90d UK CAA TSO C90d TWA CAA TSO C90d
7	Standards references	IATA specification 50/1 or 50/9
8	Life limit	05 years service life
9	Burn Rate	Less than 2.5 inches/min
10	Construction	Knotless construction with polyester braid
11	Mesh size	255 mm peer side
12	Number of Meshes	8 each on 125in (3175mm)sides 6 each on 96in (2438mm)sides
13	Weight	Average: 18kg (39.68lbs) for max height
14	Net components	18,5000lbf (2224daN) double stud fittings (see pictorial view attached) Fitting in accordance with MS3360 1A-ISO 9788-ISO 12118 18,2204lbf (9800N) hooks (for hook position see pictorial view attached) 4 polyester lashing lines, length of 185in (4.7m)
15	Color options	PIA Green
16	Markings / Logos	1-PIA logo Tags 04 attached on four corners, 2-TSO tags: attached on the 125in , sides 3- Permanent fixture labels 05: 4- Information labels: 01 Damage limitation label: attached on one 125in side

  
**Assistant CTM (Logistic)**  
**Cargo Complex JIAP-KHI**

DGM Cargo Operations

*7.2 27/2/23*

G. M Cargo

Chief Commercial Officer

*Gaisul Chaudhary*  
*Asif*