

## Pakistan International Airlines

Purchases Flight Kitchen Section, 1<sup>st</sup> Floor, Supply Chain Management (old P&L) Department Building,  
(PIACL), Head Office Karachi Airport-75200.  
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E-mail: [zameer.hussain@piac.aero](mailto:zameer.hussain@piac.aero) / [khijzpk@piac.aero](mailto:khijzpk@piac.aero)  
Website: [www.piac.com.pk](http://www.piac.com.pk)

Tender No. FSD-22010051A

Dated. 17<sup>th</sup> December, 2022

Tender Cost PK Rs 5,000.00

Printable at paper size: A4 page.

### Invitation of Tenders and Instructions to Bidders (Must Read Carefully)

M/s. \_\_\_\_\_  
\_\_\_\_\_

Sub: Annual - TRAY MAT Paper Disposable for 1/4<sup>th</sup> Meal Tray

Dear Sirs,

We are pleased to invite your sealed tenders for the items listed in the attached schedule/s. In case of more than one schedule separate tender for each schedule should be furnished. The terms & conditions of the tender / supplies are given below:-

#### SUBMISSION OF TENDER

1. You are required to send your sealed tenders In “Single Stage Two Sealed Envelope Basis” addressed to D.G.M Purchases Commercial, Supply Chain Management (old P&L / Store) Department Building, PIAC Head Office, JIAP Karachi-75200 by **01-02-2023**. The tenders may be dropped in the tender box marked as “Tender Box Commercial Purchases” placed at the entrance of the PIA Supply Chain Management (old P&L) Building latest by 10:30 hours on the specified date. You may also send your tenders through registered A/D, which must reach before the closing date and time mentioned above. Tenders will be opened at 11:00 hours the same day in the presence of bidders.
2. Both technical & Financial Proposals should be sealed with Scotch Tape with authorized signature.
  - a) Tenders must be in two separate sealed envelopes;
    - ✓ (Technical Proposal) → with Tender Reference Number
    - ✓ (Financial Proposal) → with Tender Reference Number.
  - b) Note: All foreign bidders must mentioned Tender Ref No, date of opening & item description on their courier envelope.
3. Tenders received after stipulated date & time shall not be considered. The Corporation will not be responsible for any postal delays. The decision of General Manager Procurement in all respect shall be final and binding.

**EARNEST MONEY - [for local bidders only]**

The Tender should be accompanied by a Pay Order in the name of M/ s PAKISTAN INTERNATIONAL AIRLINES as interest free Earnest Money [Refundable] to be placed in Financial Proposal in shape of Pay Order of an amount of **PKR 50,000.00** or a Bank Guarantee of equivalent amount [duly countersigned by the Head Office of the Bank], and remain be valid 03-months after expiry of the Contract. Tender without Earnest Money shall not be considered.

**SECURITY DEPOSIT - [for local bidders & optional for foreign bidders]**

Successful bidders, upon award of Contract / Purchase Order an additional amount of **PKR 100,000.00** [will be called if required] as interest free Security deposit in shape of Pay Order or a Bank Guarantee of equivalent amount [duly countersigned by the Head Office of the Bank],. [for foreign bidders PIA may call some amount as Security Money by new participants upon evaluated 1<sup>st</sup> lowest bidder (if required)]

**PREPARATION OF TENDER**

Tender will be opened on “Single Stage Two Sealed Envelopes” basis. All bidders must submit two sealed envelopes “Technical proposal and Financial Proposal” on specified tender opening date/time. Technical Proposal will be opened on same date, whereas Financial Proposal will remain sealed till the evaluation of samples according to specification carried out by PIA Management. Financial Proposal of only those bidders will be opened whose sample are found acceptable. Evaluation Report as per PPRA Rule-35 will be uploaded on both PPRA/PIA websites.

**Financial Proposal having following documents.**

1. Tender Schedule –“A” Complete Form duly filled in, signed, stamped every page and sealed with scotch tape.
2. Pay Order [from any scheduled bank] for Earnest Money (Refundable/Interest Free). For Local Bidders.
  - (On back side of Pay Order Vendor must write company name/stamp, Tender Ref. No, date & 2% Earnest Money)

**Technical Proposal having following documents “Mandatory Requirement”.**

1. Tender Fees Pay Order of Rs 5,000.00 For Local Bidders. (Non-Refundable).
  - (On back side of Pay Order Vendor must write company name/stamp, Tender Ref. No, date & Pay Order for Tender Fee)
2. Quality samples (10 to 20 Tray Mats) (Non-Returnable).
3. Technical Proposal of item & Company profile, Copy of GST & NTN certificate
4. Tender Schedule “B”, “C” & Specifications, must be attached with Technical Proposal.
5. Manufacturer / Authorized Distributor of Manufacturer / It should be recognized brand.
6. Samples must be without stamp & without vendor name only temporary sticker for identification is allowed.
7. Technical Proposal should be submitted in 02-two sets of all technical documents, inserted in Technical Proposal. (One for Technical Evaluation & One for file record). Mandatory
8. Note. All Foreign Bidders must sent their Tender Box / Sample / Envelopes on DDP (Delivery Duty Paid) basis only. Outer Courier Envelope must be with cross Tender Reference Number/ Item Description.

All information about the material proposed to be supplied must be given as required in the schedule to tender.

The tender will not be considered if complete information required is not given therein. Particular attention must be paid to delivery time.

Authorized Signatures of individual signing the tender and other documents connected with the contract must specify whether signing as:

In any query without hesitate you will contact / emails mentioned concerned officer.

- a) Sole Proprietor or his attorney.
- b) A registered active partner of the firm or his attorney.
- c) For the firm per procreation.
- d) As secretary, Manager, Partner, etc., or their attorney in case of firms registered under Partnership Act.

### PRICES

- a) The Prices quoted must be net as per accounting unit as shown in the Schedule to tender inclusive of all duties / taxes, packing, octroi and delivery charges for free delivery to Foreign / Local Receipt Section P&L Department Building PIA Karachi Airport. However, if GST is applicable, same should be shown separately.
- b) The Prices mentioned in the tender will be treated as firm till the completion of Purchase Order / Contract.
- c) The Prices must be stated for each item separately both **in words and figures**. Additional information, if any must be linked with entries on the Schedule to Tender.
- d) **Offers must be valid for 180 days.**
- e) Rates must be written on PIA prescribed form otherwise Bids will not be entertained.
- f) Correction White Fluid or Over Writing strictly not allowed otherwise tender will be rejected/ not-considered.
- g) For foreign bidders rates will be converted into local currency at the date of financial opening & will be locked till completion of P.O supplies.
- h) Hand written bid (RATES) via Pen / Marker / Pointer etc will not be acceptable. Only TYPED BID / TYPED UNIT RATES will be accepted. Alternatively Transparent TAPE should be pasted over WRITTEN RATES. Non-Compliance of above may result in REJECTION OF YOUR BIDS.

### ACCEPTANCE OF TENDER

PIA do not pledge themselves to accept the lowest tender and reserve the right to accept or reject any or all tenders / quotations, divide business among more than one supplier or accept the tenders at rates on lowest individual items or extend the date of opening / cancel as per PPRA Rules.

Yours truly,  
*for Pakistan International Airlines*

DGM Purchases Commercial

Encl:

1. Tender Schedule "A", "B" & "C" complete form.
2. Undertaking (If attached with tender)

Notes: 1- Prescribed Tenders form for the subject item may be directly downloaded from [www.piac.com.pk](http://www.piac.com.pk) or [www.ppra.org.pk](http://www.ppra.org.pk) websites.

<http://www.piac.com.pk/pianew/business-with-pia/procurement/tender-listing/>

Tender Schedule "A"

 Ref No: **FSD-22010051A / Tray Mat 1-4<sup>th</sup> (enclosed/inserted with only Financial Envelope)**

Particulars of Item	Unit	Quantity Required	Unit Rate PKR WITHOUT GST	GST on 30% Qty [if Applicable]	Total Value PKR [Including GST]
<u>Tray Mat Paper 1-4<sup>th</sup></u> <u>Disposable</u> "for 1-4 <sup>th</sup> Meal Tray" Revised Specification given below at page #05	No	2,160,000			
Total Value in figures/words →					
TOTAL CONTRACT VALUE Rs. / Currency →					
EARNEST MONEY Rs. / Currency →				50,000.00	

Note:

- **Hand written bid (RATES) via Pen / Marker etc may be REJECTED. Please TYPE the BIDs / UNIT RATES. Alternatively Transparent TAPE should be pasted over WRITTEN RATES, to avoid REJECTION.**
- Production / delivery capability must not less than 200,000 No's per month, in non-compliance the late delivery charges will be deduct from the bills of supplier at 5% per month & will be increased as per policy (on time bar) / (risk & expense) item may be arranged from other source on supplier cost / black listing of supplier may be initiated on failure of required supplies for smooth PIA Operations.
- After receiving of P.O. bidder must submit additional amount [may be called] as Security Deposit within five (05) working days. (for local bidders)
- Delivery required in Four (04) equal installments with the gap of 60 days / as required.
- First delivery required within 15 days after P.O received.
- Must quote one rate for one product, for an-other product must be submit separate sealed proposal (Technical / Financial with tender fee & EM).

We/ I hereby confirmed having read and understood the terms and conditions of the tender and we / I expressly confirm and agree that our tender for the supply of above mentioned items are in terms of and subject to the terms and conditions of the tenders.

Must fill all mentioned fields.

Bidder's Signature \_\_\_\_\_ Bidder's Name \_\_\_\_\_

Designation \_\_\_\_\_

Address \_\_\_\_\_

Tel No. \_\_\_\_\_ Fax No. \_\_\_\_\_

Contact Person \_\_\_\_\_

Cell No. \_\_\_\_\_

Valid Email \_\_\_\_\_

GST No. \_\_\_\_\_

NTN NO. \_\_\_\_\_

SEAL \_\_\_\_\_

Revised Specifications (inserted in Technical Proposal envelope)  
**Tender No. FSD-22010051A / Tray Mat 1-4<sup>th</sup>**

Tray Mat Paper Disposable for 1/4<sup>th</sup> Meal Tray [Revised Specifications]

PHYSICAL

- 01. Paper Quality → Non Skid
- 02. Paper → Shiny
- 03. Paper → Paper Matte thick
- 04. Weight → 70 to 76 GSM
- 05. Paper Corner → Round

PAPER SIZE

- 06. Width → 25.00 CM [±2%]
- 07. Length → 16.50 CM [±2%]
- 08. Color → Matte Golden
- 09. PIA LOGO → PIA Logo GOLD Urdu in Upper Right Corner  
Economy Class [Bottle Green Colour] in left below corner  
And a Yellow Smiley at right below corner.
- 10. Design → As Above Specifications
- 11. Labeling → Product must bring a positive image for PIA on board.
- 12. Safety Measures → Product should be safety friendly for Passengers and Children.
- 13. Packing → Proper presentable packing of product is most important and packed in Carton 2,000 Nos Qty.
- 14. Who can supply → Manufacturer / Authorized Distributor of Manufacturer / it should be a recognized brand.
- 15. Packing → Uniform packing of 100-pieces in polythene.
- 16. Delivery → Free delivery at PIA Flight Kitchen through Foreign / Local Receipt Section, SCM, PIACL Head Office Karachi Airport.
- 17. Food Law / Regulatory Compliance / Certifications → Required with Technical Proposal

Each card board box marked with followings:

PIA Part No.	FSD-5144
Item Description	.....
PO No & date	.....
Quantity	.....
Supplied by M/s.	.....

**Following PIA Logo must be printed at the time of supply (preferably at tender time)**



Tender Schedule “B”  
Tender No. FSD-22010051A / Tray Mat 1/4<sup>th</sup>  
 (Inserted in Technical Proposal envelope)

MANDATORY REQUIREMENT	YES / NO
<u>Tray Mat 1-4<sup>th</sup> Disposable</u> “for 1/4 <sup>th</sup> Meal Tray” Specification given below at page # 05	
Participant must be registered with Sales Tax Authorities. Please attach copy of GST Registration Certificate indicating current “ACTIVE” status otherwise stand “REJECTED” ab-initio.	
Quality samples Qty: 10 to 20 Tray Mats must be submitted (non-returnable)	
Delivery must be made at PIA Flight Kitchen through Local / Foreign Receipt Section PIA P&L Building, PIACL Head Office Karachi Airport, as per delivery schedule given in PO.	
Earnest Money (Pay Order) submitted along with the Financial Proposal	

### Tender Terms & Conditions

1. If any stage documents provided by participants found tempered / bogus deposited E/Money will be fortified.
2. All participants are required to quote rates inclusive all Govt: Taxes & GST separately. [for local bidders]
3. Please note that quoted rates must be firm and final in all respect.
4. Guarantee & warrantee must be provided. (if applicable)
5. Payment TERMS NET THIRTY DAYS or as agreed.
6. Income tax will be deducted at source. (for local bidders)
7. Quotation must be valid for 180 days from the date of technical proposal opening.
8. Quantity 15% may increase or decrease.
9. Bid will be awarded on technically qualified individual lowest rates basis.
10. All foreign vendors must send their sealed quotation via courier service directly to General Manager Procurement, Supply Chain Management, 1<sup>st</sup> Floor (old P&L Department) Building PIACL Head Office J.I.A.P Karachi Airport – 75200, in case of postal delay PIA will not be responsible.
11. Items are subject to evaluation by providing advance sample to determine the required quality by the user department/Joint Evaluation Committee.
12. Item found below PIA standard shell be rejected & not entertained.
13. It will be the suppliers’ responsibility to obtain Entry Passes for PIA Flight Kitchen Division for their personnel and the vehicles form PIA. Security after completing the required formalities. (for local bidders)
14. Supplier staff delivering goods must be in clean uniform, non conformity will incur 02% deduction from the billing amount.
15. If goods deliver late than delivery schedule mentioned in Purchase Order. An amount equivalent 2% / as mentioned above or more of invoice / bill value will be deducted.
16. Tender quantity will be split in 30% & 70% ratio, Zero Rated 70% quantity will be utilized on International Flights which is GST Exempted vides Sales Tax Act 1990 Sec-4(b).
17. PIA has right to visit the bidder’s manufacturing site.
18. Technically successful bidders will be informed their results & Financial Opening date.
19. Packing must be industrial standard of Card Board Box level & packages must be suitable for four to five times (loading off-loading) / transportation to PIA Network.
20. If you have any query you can contact without any hesitation to concerned Procurement Officer email [zameer.hussain@piac.aero](mailto:zameer.hussain@piac.aero) +92-21-9904 5379 /5131

FSD-22010051A / Tray Mat 1/4<sup>th</sup>  
Tender Schedule "C"

**Must Attach with Technical Proposal**  
**Physical / Measurement / details of Samples**

**Offer by supplier**

<u>Fields</u>	<u>Remarks in detail</u> <span style="color: red;">must be filled by bidder</span>
Paper Quality	
Width	
Length	
Weight	
Color	
Corners	
Quality Sample	
Logo	
Packing	
Food Law Certifications	
Production Capability	
1 <sup>st</sup> Delivery (Qty & Time)	
Paper Quality / Brand etc	
Manufacturer / Authorized Distributor [plz notify] →	

**DETAILS OF DOCUMENTS attached with Technical & Financial Proposal**  
 (must attach with technical proposal, mention each & every document)


How to fill this: Kindly write complete details of documents submitted along with Financial Proposal.

- Note : back side of pay order for tender fee & 2% earnest money must be marked/written with following details
- 1, Tender Ref No. & date
  - 2, Party / vendor name or stamp for identification
  - 3, for tender fee (in technical proposal)
  - 4, for 2% earnest money (in financial proposal)

Any additional information about product / samples → .....

.....

.....

.....

.....

.....

(RUPEE ONE HUNDRED NON-JUDICIAL STAMP PAPER)  
(enclosed with technical proposal)

General Manager (Procurement)  
Supply Chain Management  
1<sup>st</sup> Floor Supply Chain Management (old P&L) Department.  
Pakistan International Airlines Corporation Limited  
Head Office J.I.A.P Karachi-75200 Pakistan.

Subject: UNDERTAKING TO EXECUTE CONTRACT

Dear Sir,

1. We / I, the undersigned bidders do here by confirm, agree and undertake to do following in the event our / my tender for \_\_\_\_\_, is approved and accepted:-
2. That we / I will enter into and execute the formal contract, a copy of which has been supplied to us / me, receipt whereof is hereby acknowledged 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.
3. That all expenses in connection with the preparation and execution of the contract including stamp duty will be borne by us / me.
4. That we / I shall deposit with PIA the amount of Security as specified in the contract which shall continue to be held by PIA until three months after expiry of the contract period.
5. That in event of our / my failure to execute the formal contract within the period of Seven days specified by PIA the Earnest Money/Security Deposit held by PIA shall stand forfeited and we / I shall not question the same.

Bidder's Signature \_\_\_\_\_

Name in Full \_\_\_\_\_

Designation \_\_\_\_\_

Cell No: \_\_\_\_\_

Email: \_\_\_\_\_

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

Phone No \_\_\_\_\_

Fax No \_\_\_\_\_

N.I.C. # \_\_\_\_\_

Seal \_\_\_\_\_

Dated \_\_\_\_\_

**INTEGRITY PACT / DISCLOSURE CLAUSE**

Must be printed on company Letter Head  
(Submit with Financial Proposal)

**Declaration of Fees, Commissions and Brokerage Etc. Payable by the Suppliers, Vendors, Distributors, Manufacturers, Contractor & Service Providers of Goods, Services & Works**

M/s. \_\_\_\_\_ the Manufacturer / Authorized Distributor / 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 voidable 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.

**NON FOOD ITEM SPECIFICATION**

SPEC NO:FSD/5144/Rev-2/2022

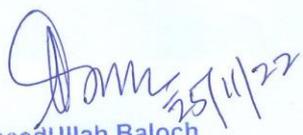
Dated:23<sup>rd</sup> NOV, 2022

1. Item Name/ Description:- Paper Tray Mat Disp. For Meal Tray 1/4
2. FSD Item No: **5144 / ECONOMY**
3. End User: N-2

<b>SPECIFICATION</b>	<b><u>Physical</u></b> <ul style="list-style-type: none"><li>• Paper Quality : Non Skid</li><li>• Paper : Shiny</li><li>• Paper : Paper Matte thick</li><li>• Weight : 70 to 76 gram</li><li>• Paper Corner : Round</li></ul>
	<b><u>Paper Size</u></b> <ul style="list-style-type: none"><li>• Width : 25.0 cm (±2%)</li><li>• Length : 16.5 cm (±2%)</li><li>• Color : Matte Golden</li><li>• PIA Logo : PIA Logo <b>Gold Urdu</b> in Upper Right Corner <b>Economy Class</b> (Bottle green color )in left below corner and a <b>Yellow Smiley</b> at right below corner.</li></ul>

4. Design: As per approved sample.
5. Labeling : Product must bring a positive image for PIA on board.
6. Safety Measures: Product should be safety friendly for Passenger and children.
7. Packing: Proper presentable packing of product is most important and packed in carton **2000 Nos Qty.**
8. Who can supply:- Manufacture/ Authorized Distributors of Manufacturer / It should be a recognized brand ,
9. Other Terms & Condition:-As per PIAC rules.

  
**Abdul Rahim**  
Sr. Field Service Officer  
Food Service Division  
Karachi Airport

  
**Hameed Ullah Baloch**  
Manager Ops & Planning  
Food Services Division  
PIA Karachi

  
**Farhan Samiullah**  
General Manager  
Food Service Division  
PIA Flight Kitchen Karachi