

Pakistan International Airlines
Supply Chain Management Department
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Tender No. FSD-CNT-003-21
Dated. 9th February, 2021
Tender Cost Rs 7,000.00

INVITATION TO TENDERS AND INSTRUCTIONS TO BIDDERS

M/S _____

Subject: RAMADHAN REQUIREMENT of Pure APPLE Juice, Pure ORANGE Juice, & MANGO Nectar (200 ml pkt) for Year 2021 at KHI, ISB, LHE, PEW, MUX & SKT Stations.

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:-

A) SUBMISSION OF TENDER

1. You are required to send your sealed tenders **In Single Stage Two Envelope Basis** addressed to **General Manager (Procurement), PIA Supply Chain Management Building JIAP Karachi** by **08-03-2021**. The tenders may be dropped in the tender box marked as “**Tender Box Commercial Purchases**” placed at the entrance of the PIA Procurement & Logistics Building latest by 10:30 hours on the specified date.
2. You may also send your tenders through registered A/D mail addressed to **General Manager (Procurement)**, 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.
3. Tenders received after stipulated date & time shall not be considered. The Corporation will not be responsible for postal delays. The decision of General Manager Purchase Commercial in this respect shall be final and binding.

PREPARATION OF TENDER

Tender will be opened on “**Single Stage Two 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.

- a) The Schedule duly filled in, signed and sealed.
- b) 02% Earnest Money of total value included Tax amount.

Technical Proposal having following documents.

- a) Quality samples [Minimum 06 Packets each item] (NOT RETURNABLE),
- b) Company profile, Copy of GST & NTN certificate.
- c) **All items must be sticker with item name & serial number, with supplier name.**
- d) **Company / Product must be ISO 22000 or HACCP Certified.**
- e) **Technical Proposal should be submitted in 02-two sets & inserted in Technical proposal Envelope. Mandatory**

The outer cover of envelopes should bear address of the General Manager (Procurement), PIA Supply Chain Management Department, JIAP Karachi - Pakistan, Tender reference number, opening date and company name.

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:

- 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.
- e) The bidders must indicate whether its firm / company / organization etc is registered with PIA or not. If registered then specify PIA Registration number.

PRICES

- a) The Prices quoted must be net as per accounting unit as shown in the Schedule to tender inclusive of all taxes.
- 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 120 days.
- e) Quotation must be written on PIA prescribed form otherwise Bids will not be entertained.

Note: Under PPRA Rule 38A, (incorporated newly by PPRA Authority):

- i. A bidder may offer unconditional discount, in percentage of their quoted price or bids, before opening of the financial proposal.
- ii. The discounted bid price shall be considered as original bid for evaluation being integral part of the bid.
- iii. No offer of discount shall be considered after the bids are opened.

Lowest bidder must submit Pay Order amounting Rs 10,000.00 (Non-Refundable) as Evaluation Report Uploading Cost.

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 with assigning reason.

Yours truly,
for: Pakistan International Airlines

DGM Purchases Commercial

Encl:

1. Tender Schedule "A"
2. Terms & Conditions
3. Mandatory Requirement
4. Undertaking (If attached with tender)
5. Draft Agreement

Notes: 1-Prescribed Tenders form for the subject item may be directly downloaded from

www.piac.com.pk or www.ppra.org.pk websites.

TENDER SCHEDULE "A"
Tender No. FSD-CNT-003-21

Subject: **RAMADHAN REQUIREMENT of Pure APPLE Juice, Pure ORANGE Juice, & MANGO Nectar (200 ml pkt) for Year 2021 at KHI, ISB, LHE, PEW, MUX & SKT Stations.**

S#	Particulars of Item	Unit	Stn	Quantity Required	Unit Rate	Extended Value	Remarks
01	<u>Pure Apple Juice</u>	Pkt	KHI	20,200			
	<u>Pure Orange Juice</u>	Pkt	ISB	17,000			
	<u>Mango Nectar</u> (200 ML Pkt)	Pkt	LHE	15,300			
	Flavor on demand (with straw)	Pkt	PEW	8,500			
	Reputable Brand - Fresh Stock Only	Pkt	MUX	4,000			
Total Value in figures/words →							
TOTAL CONTRACT VALUE Rs. →							
2% EARNEST MONEY (inclusive of GST) Rs. →							

Calculation must be done to ascertain 02% Earnest Money.

AFTER OBTAINING FIRM P. O. VENDOR MUST SUBMIT 03% SECURITY DEPOSIT WITHIN 15 WORKING DAYS.

Note:- GST will be paid on items where applicable with the distribution of quantities 70% Intl flight zero rated and 30% Domestic flight with 17% GST.

Specifications: PURE ORANGE JUICE (200 ML PKT)

SPECIFICATIONS	<u>Chemical:</u>
	<ul style="list-style-type: none"> • Acidity - 0.50% to 0.80%. • Ethyl Butyrate - 4.7 to 5.2 mg/L. • Ash - 1.00 to 1.50 g/L. • Caffeine - 0.00% • No artificial and non food grade colour. • Only food grade preservative. • Fruit juice the unfermented but fermentable liquid obtained from the edible part of sound appropriately mature and fresh or of fruit or of by reconstituting fruit juice with potable water and maintained in sound condition by suitable means. It may contain some food additives in an amount recommended or GMP it may be called as 100% pure fruit juice. • For reconstituted juice, the potable water used in reconstitution shall be a minimum.
	<u>Brix:</u>
	<ul style="list-style-type: none"> • 12% to 15%
	<u>Fruits:</u>
<ul style="list-style-type: none"> • Pure Fruit Juice 100 % pure healthy, fruit Juice. 	
<u>Sensory:</u>	
<ul style="list-style-type: none"> • The fruit juices shall have the characteristic colour, aroma and flavor of juice from the same kind of fruit from which it is made. 	
<u>Physical:</u>	
<ul style="list-style-type: none"> • Dented, damaged and dirty/dusty cartons not acceptable. 	
<u>Biological:</u>	
<ul style="list-style-type: none"> • Free from insect or fungal attack or any other blemish affecting the quality of the, product. • Must be free from foreign object and all kind of bacteria, mold etc. 	

Specifications: PURE APPLE JUICE (200 ML PKT)

SPECIFICATIONS	<p><u>Chemical:</u></p> <ul style="list-style-type: none"> • Acidity - 0.50% to 0.80%. • Ethyl Butyrate - 4.7 to 5.2 mg/L. • Ash - 1.00 to 1.50 g/L. • Caffeine - 0.00% • No artificial and non food grade colour. • Only food grade preservative. • Fruit juice the unfermented but fermentable liquid obtained from the edible part of sound appropriately mature and fresh or of fruit or of by reconstituting fruit juice with potable water and maintained in sound condition by suitable means. It may contain some food additives in an amount recommended or GMP it may be called as 100% pure fruit juice. • For reconstituted juice, the potable water used in reconstitution shall at a minimum.
	<p><u>Brix:</u></p> <ul style="list-style-type: none"> • 12% to 15%
	<p><u>Fruits</u></p> <ul style="list-style-type: none"> • Pure Fruit Juice 100 % pure healthy, fruit Juice.
	<p><u>Sensory:</u></p> <ul style="list-style-type: none"> • The fruit juices shall have the characteristic colour, aroma and flavor of juice from the same kind of fruit from which it is made.
	<p><u>Physical:</u></p> <ul style="list-style-type: none"> • Dented, damaged and dirty/dusty cartons not acceptable.

Specifications: MANGO NECTOR (200 ML PKT)

SPECIFICATIONS	<u>Chemical:</u> <ul style="list-style-type: none"> • Acidity - 0.50% to 0.80%. • Ethyl Butyrate - 4.7 to 5.2 mg/L. • Ash - 1.00 to 1.50 g/L. • Caffeine - 0.00% • No artificial and non food grade colour. • Only food grade preservative. • Fruit Nectar is the product from the pulp of healthy mangoes by adding water with the addition of sugars and other. • Fresh Pulp, Sugar, Citric Acid with or without addition of food colour and flavor it may contain preservative in quantity as given in codes Alimentarius.
	<u>Brix:</u> <ul style="list-style-type: none"> • 12% to 15%
	<u>Minimum Fruit</u> <ul style="list-style-type: none"> • Minimum 25%.
	<u>Sensory:</u> <ul style="list-style-type: none"> • The fruit juices shall have the characteristic colour, aroma and flavor of juice from the same kind of fruit from which it is made.
	<u>Physical:</u> <ul style="list-style-type: none"> • Dented, damaged and dirty/dusty cartons not acceptable.
<u>Biological:</u> <ul style="list-style-type: none"> • Free from insect or fungal attack or any other blemish affecting the quality of the, product. • Must be free from foreign object and all kind of bacteria, mold etc. 	

1. Labeling:

- Date of manufacturing and expiry must be printed on each packet.
- Expiry on stickers/removable is not acceptable.
- Expiry less than 06 months at the time of delivery is not acceptable.
- Ingredients must be declared.
- Registered Brands.
- Brand name must be labeled on each Packet.
- Inscription “FOR PIA USE ONLY & NOT FOR SALE” should be printed on each packet with PIA logo.
- Registered Brand with National / International distribution.

5. Transportation / Delivery:

- Supplies to be delivered in flight kitchen in hygienically cleaned and covered vehicle so that items are not exposed to sunlight and other

pollution. Proper temperature to be maintained in order to prevent supplies from spoilage / deterioration as per product requirement.

6. Food Law / Regulatory Compliance / Certification:

- Preferably comply with PSQCA standards or similar agency.
- Should be Halal, ISO 22000 or HACCP certified.

7. Laboratory Reports:

- Samples will be evaluated by Evaluation Committee of Food Services subject to clearance of in house microbiological analysis, if required.
- Latest Lab Report on Ingredients from a reputable lab is mandatory.
- Ingredients must be declared.
- Food Services Division may get a samples tested from recognized lab during the contract period and bill will be charged to the supplier.

8. Packing:

- 12 Pieces shall be packed in Packet.
- All cartons must mention “FOR PIA USE ONLY & NOT FOR SALE”.
- Each container shall be clearly marked or labeled with a name of the product and address of the manufacturer, Net weight volume & date of expiry.
- Damaged, dirty and dusty / dirty tins not acceptable.

9. Who can supply:

- Manufacturer / Authorized dealer of manufactures only.

10. Sample:

- Minimum 24 Packets each Items.

11. Other Terms & Conditions:

- PIA reserves the right to inspect / visit the facilities of vendor at any time during currency of contract for inspecting HSE / Quality Standards.
- Items found below the required specs may be rejected / returned without any liability to PIA.
- Supplier staff delivering goods must wear clean uniform (including shoes and company logo/identity). A fine of 2% on each supply will be imposed in case of non-compliance.

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.

Mandatory Requirement
Must be attached with Technical Proposal

RAMADHAN REQUIREMENT of Pure APPLE Juice, Pure ORANGE Juice, & MANGO Nectar (200 ml pkt) for Year 2021 at KHI, ISB, LHE, PEW, MUX & SKT Stations. Pure Apple Juice Pure Orange Juice Mango Nectar (200 ML Pkt) Flavor on demand (with straw) Reputable Brand	Yes/No
Participant must be registered with Sales Tax Authorities GST No. must be mentioned	
Delivery must be made at PIA Flight Kitchen all stations.	
2% Earnest Money (pay order only) must be submitted along with the quotation.	
<u>Supplies should be HACCP Certified and preferably approved by Pakistan standards and quality control authority (PSQCA) (Document required)</u>	
Manufacture / Authorized dealer of manufacture	

Physical / Measurement / details of Samples	
Offer by supplier	
Fields	Remarks in detail must be filled by bidder
Brand & Manufacturer	
Packing	
Mfg & Expiry of sample	
Sample Packing	
Color	
Attached Certification details – Kindly mention	
Production Capability	
Manufacturer / Distributor / Imported please provide evidence / document	

TENDERER'S SIGNATURE _____ DESIGNATION _____

ADDRESS _____

Tel No. _____ Fax No. _____ Email _____

GST No. _____ NTN NO. _____

SEAL _____

Tender Terms & Conditions

(must attach with Technical Proposal)

- All participants must quote one rate inclusive all Govt. Taxes but only GST shall be mentioned separately *if applicable*.
- Please note that quoted rates must be firm and final in all respect.
- Payment terms net thirty days
- Quotation must be valid for 120 days from the date of Technical Proposal opening.
- Quantity 15% may increase or decrease.
- Bid will be awarded on lowest rate basis.
- Item are subject to evaluation by providing advance sample to determine the required quality by the user department.
- Item found below PIA standard shall be rejected / returned.
- Supplier should fulfill all documentary requirements as per PIA procedure.
- GST will be paid on items where applicable with the distribution of quantities 70% International & 30% Domestic Flight with 17% GST.
- Supply to be delivered directly to Flight Kitchen all stations.
- Must comply with food laws of Pakistan.
- Manufacture / Authorized dealer of manufacture.
- NOTE:
- If any stage documents provided by participants found tempered / bogus Earnest Money deposited will be forfeited.
- Manufacture / Authorized dealer of manufacture are allowed to participate with all related documents at the time of Technical opening.
- All Bidders Should fulfill every column and attach the relevant documents along with the proposals
- The bidder not fulfilling and/all of the above shall be declared non-responsive / disqualified. In addition all terms and conditions should be complied by the Bidder.
- Participants allow quoting one price one brand only, for all items, also quoting required mode of packing.
- Each page of Tender document should be sign & stamp
- PIA Tender document must attached with Technical proposal except schedule "A"
- All pages should be signed & seal of bidder.
- Note. PIA can verify the material from any independent source / Laboratory at any stage for which charges will be deducted from the bills / security / EM deposit of supplier / vendor.

Sign & seal of bidder

INTEGRITY PACT / DISCLOSURE CLAUSE (On Letter Head of Firm)**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.