

**TENDER DOCUMENT**

*Tender Document for Procurement of Jet A1 Fuel at International Stations*

**Tender REF: GMCM/ JETA1/INT/01/2023**

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

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SUB: Procurement of Jet A1 Fuel at International Stations

**Dear Sir / Madam,**

Pakistan International Airlines (PIA) invites “**Sealed bids**” on “**Single Stage Single Envelope Basis**” from interested parties for “Procurement of Jet A1 Fuel at International Stations”.

**A) SUBMISSION OF TENDER**

1. You are required to send your tenders addressed to “General Manager Contract Management, PIA Supply Chain Management, JIAP Karachi Pakistan” latest by **15<sup>th</sup> May 2023 before 10:30 hrs PST (Pakistan Standard Time)**. The tender may be dropped in the tender box marked as “**Tender Box Commercial Purchases**” placed at the entrance of the PIACL Supply Chain Management Building latest by **10:30 hours (PST)** on the specified date. You may also send your tender through registered A/D mail addressed to General Manager Contract Management, which must reach before the closing date and time mentioned above. Tenders will be opened at **11:00 hours (PST)** the same day in the presence of tenders.
2. Proposals received after stipulated date and time shall not be considered. The Corporation will not be responsible for postal delays. The decision of GM Contract Management in this respect shall be final and binding.
3. Tenders /Proposals received shall be evaluated in accordance with the given criteria/ requirements mentioned in the RFPs.
4. Tenders/Proposals must have **Technical & Financial** proposals as per Tender TORs
5. Bidders are required to submit a Pay Order of Rs. 10,000/- (Not Refundable) as tender fee along with **Proposal** (Local bidders only).

Mention clearly Tender Reference and Title on **TOP RIGHT CORNER OF PROPERLY SEALED ENVELOPE, BEARING COMPANY’S STAMP.**

The complete set of bidding documents containing the details of services required, instructions and terms and conditions for the tender (that form an integral part hereof and hereby incorporated by reference) can be downloaded from PIA website <https://www.piac.com.pk/corporate/sales-procurement/tenders> or Public Procurement Regulatory Authority website ([www.ppra.org.pk](http://www.ppra.org.pk)) or can be obtained from the office during working hours:

**General Manager Contract Management**

**Supply Chain Management**

**PIA Head Office, Karachi.**

**Ph: +9221 99043158 - 4216**

**Email: gm.cm@piac.aero**

**contract.tech@piac.aero**

**Closing date:**

Bids meeting the requirements as mentioned in the bidding documents must reach PIA latest by **15th May 13 2023** before **10:30 hrs PST** (Pakistan Standard Time) on the GM Contract Management postal address mentioned above.

**The bids will be opened on the same day 15<sup>th</sup> May 2023 11:00 hrs PST.**

## AVIATION JET A1 FUEL SUPPLY TENDER TERMS OF REFERENCE (TORS)

### 1. PRODUCT.

Aviation Jet A-1 fuel conforming specifications given below.

### 2. PRODUCT SPECIFICATION.

Aviation Jet A-1 fuel confirming requirements of DEF-STAN 91-91, AFQRJOS, ASTM D-1655 latest issues, and IATA Guidance Material for Jet A-1.

### 3. DELIVERY SCHEDULE.

STATION WISE ESTIMATED TWO YEARS VOLUME					
S.No	LOC	USG	S.NO	LOC	USG
1	Al Ain (AAN/OMAL)	947,852	14	*London (LHR/EGLL)	17,253,659
2	**Abha (AHB/OEAB)	2,536,060	15	*Manchester (MAN/EGCC)	17,583,347
3	Abu Dhabi (AUH/OMAA)	5,468,146	16	Muscat (MCT/OOMS)	3,855,561
4	*Birmingham (BHX/EGBB)	5,295,609	17	Medina (MED/OEMA)	12,639,130
5	*Paris (CDG/LFPG)	3,406,773	18	Peking (PEK/ZBAA)	1,373,699
6	Dubai (DXB/OMDB)	10,692,598	19	Riyadh (RUH/OERK)	6,973,390
7	Al Qassim (ELQ/OEGS)	1,155,144	20	Sharjah (SHJ/OMSJ)	3,848,830
8	Istanbul (IST/LTFM)	7,742,167	21	Salalah (SLL/OOSA)	1,045,248
9	Chengdu (TFU/ZUTF)	1,655,483	22	*Copenhagen (CPH/EKCH)	2,946,310
10	Jeddah (JED/OEJN)	38,944,366	23	Toronto (YYZ/CYYZ)	16,867,100
11	Kuala Lumpur (KUL/WMKK)	4,005,706	24	*Oslo ( OSL/ ENGM)	2,920,484
12	**New York (JFK/KJFK)	10,179,109	25	**Sydney (SYD/YSSY)	9,228,439
13	**Taif (TIF/OETF)	2,606,506			

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Note: Tender volumes shown above are purely estimates and are subject to change with the flight schedule changes, operational requirement

\*Subject to EASA ban abolishment

\*\*Subject to marketing plan approval by Management

**4. CONTRACT PERIOD**

Contract will be entered into for the period of two years (Twenty Four calendar months commencing from 1<sup>st</sup> July 2023 and expiring on 30<sup>th</sup> June 2025 (Both days inclusive).

**5. PRODUCT QUALITY AND PERFORMANCE CONFIRMITY.**

Bidder shall furnish product quality conformity documentary evidence (quality approvals) along with bid offer.

**6. PRICE ESCALATION / DE-ESCALATION MECHANISM**

Please indicate Platt's oil gram market index to which your price will be linked, for the purpose of escalation / de-escalation mechanism. This will be indicated clearly in a sample invoice marked clearly as "Demo Invoice for Tender".

**7. TAXES / FEES AND 3<sup>RD</sup> PARTY CHARGES**

Duties, Fees, Taxes, Levis, or Third party charges with complete details in USC/USG shall be quoted in the offer separately from differential (Index Price). Demo or Sample invoice in USC/USG may also be included in the offer indicating clearly all applicable charges as shall be invoiced during contract period marked clearly as "Demo Invoice for Tender".

**8. FIXED DIFFERENTIAL (MARGIN)**

Fixed differential shall be quoted without any duty, tax, fee, or third party charge for the entire contract period and will remain fixed through the currency of contract which will be part of the contract price for a respective location. It shall be quoted in USC/USG and shall not be linked directly or indirectly to any other currency whatsoever & will be indicated clearly in a sample invoice marked clearly as "Demo Invoice for tender".

**9. CONVERSION FACTOR / EXCHANGE RATE**

Product Unit of Measure (UOM) conversion factors from: (a) LTR to USG, (b) MT to USG shall be clearly mentioned at the time of submission of bids. Source of exchange rate, currency exchange mechanism details for taxes / fees in currency other than USD shall be clearly mentioned and notifications of same shall be shared with PIA as per invoicing frequency.

**10. PAYMENT / CREDIT TERMS**

Please indicate credit period and invoicing frequency clearly in your offer. Unless otherwise indicated credit period shall always be counted from date of invoice it is received.

**11. CURRENCY OF PAYMENT**

USD or the applicable local currency at PIA's option; should PIA decide to opt the local currency payment or switch back the original payment currency, advance notice will be given to seller.

**12. BIDDER ELIGIBILITY**

Bidder aviation Jet A1 fuel supply clientage experience to scheduled international commercial passenger airlines registered with International Air Transportation Association (IATA) at any international civilian airport. Complete detail must be enclosed with tender. PIACL reserves right to reject the bid of a supplier whose refuelling service has not been satisfactory.

**13. TENDER DOCUMENT AMENDMENT:** PIACL prior to bid submission deadline may amend bidding documents, and/or extend deadlines in the tender documents by issuing, and publishing/uploading addendum/corrigendum on PPRA (Public Procurement Regulatory Authority) Pakistan, PIACL website links in the tender.

**14. BID PRICE OFFERS AND DISCOUNTS:** Bid offer will be in one round only (Single stage one envelope procedure). The most advantageous bidder will be contracted for a given location.

**15. EVALUATION PROCESS INTEGRITY AND CONFIDENTIALITY:** Information relating to bids evaluation, comparative examination, management reviews post-qualification and recommendation of contract award, shall not be disclosed to bidders or any other persons not officially concerned with such process before management approval and publication of the Contract Award. At any stage of evaluation process bidder shall provide clarification as required.

**16. BIDS EVALUATION CRITERIA**

The contract shall be awarded to the most advantageous bidder on each station taking into account the impact of following

- Platt’s market quoted.
- Fixed differential (Margin)
- Fees & taxes; and
- Opportunity cost / saving of funds in case of advance payment or credit period respectively shall be calculated by the formula:  
**(Avg. No. of days (Credit or Advance) X PIA annual cost of capital/funds X Into-plane Price).**

**365**

**17. (A) PRICE SCHEDULE:** Filling this schedule by bidder is mandatory.

Sr.No	Locations	Index Price (USC/USG)	Differential (USC/USG)	Taxes/Fees (USC/USG)	Payment terms	Index Market
1	Al Ain (AAN/OMAL)					
2	Abha (AHB/OEAB)					
3	Abu Dhabi (AUH/OMAA)					
4	Birmingham (BHX/EGBB)					
5	Paris (CDG/LFPG)					
6	Dubai (DXB/OMDB)					
7	Al Qassim (ELQ/OEGS)					
8	Istanbul (IST/LTFM)					
9	Chengdu (TFU/ZUTF)					
10	Jeddah (JED/OEJN)					
11	Kuala Lumpur(KUL/WMKK)					
12	New York (JFK/KJFK)					
13	Taif (TIF/OETF)					
14	London (LHR/EGLL)					
15	Manchester (MAN/EGCC)					
16	Muscat (MCT/OOMS)					
17	Medina (MED/OEMA)					
18	Peking (PEK/ZBAA)					
19	Riyadh (RUH/OERK)					
20	Sharjah (SHJ/OMSJ)					
21	Salalah (SLL/OOSA)					
22	Copenhagen (CPH/EKCH)					
23	Toronto (YYZ/CYYZ)					
24	Oslo (OSL/ENGM)					
25	Sydney (SYD/YSSY)					

**17. (B)AWARD OF CONTRACT:**

Contract shall be awarded to most advantageous bidder on the approval of tender evaluation by PIA CL Fuel Purchase Committee (FPC).

**18. TERMS OF OFFER**

After final award of contract no change in terms and conditions mentioned in original offer shall be accepted. In case of any contravention PIA reserves the right to accept or reject any bid offer or annulled the tender at any stage prior to contract award. This right shall be without prejudice to any remedy available under the terms of offer.

**19. UNSCHEDULED AND VVIP FLIGHTS**

PIA acts as agent on behalf of government of Pakistan for VVIP fuelling. Further PIA also operates charter flights and sometimes flights are diverted due to operational reasons. If for any circumstance mentioned as above uplift is needed at the above mentioned locations said uplift shall also be deemed to be covered in your location offer & contract. Bidder may also offer Carnet Card based refueling terms and conditions, price discounts.

**20. TENDER / AGREEMENT T & CS:** Terms of tender and agreement shall be in compliance with IATA Aviation Fuel Supply Model Agreement latest Version.