

TenderNo:FSD/Dettol/24

Dated: 26<sup>th</sup>July, 2024

TenderCost(PayOrder)PKR: 10,000.00

EarnestMoney(PayOrder)PKR:50,000.00

→ Both Tender Fee & Earnest Money to be placed in Technical Bid

## INVITATION TO BID

1. Pakistan International Airline (PIA) invites quotations through E-PADS along with sealed bids from renowned (Eligibility as per tender documents) Vendors "Single Stage Two Sealed Envelope Basis" for supply of

### Dettol Or Equivalent [Annual] Y-2024-25

2. Bidding documents containing detail terms and conditions, etc. which are available at electronically and can be downloaded from following:
  3. PIACL Website: <https://www.piac.com.pk/corporate/sales-procurement/tenders>
  4. PPRA Website: <https://www.ppra.org.pk/active-tenders>
  5. E-PADS-PPRA website: <https://www.eprocure.gov.pk> under Supplier Login
6. Bid should be submitted electronically through E-PADS.  
Please Note: Manual submission of bid without E-PADS is NOT allowed.
7. The bids must be prepared in accordance with the instruction in the bidding documents and must submit by **12-08-2024 at 10:30 AM**. Bids will be opened on the same day at 11:00 AM
8. Hard Copy of bid along with Original Bid Security instrument **MUST BE** submitted to the under signed before deadline of the bid.

### 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.

Tel: +92-21-99045281 / 5379, Fax: +92-21-34570120

E-mail: [aleemuddin@piac.aero](mailto:aleemuddin@piac.aero) / [khijzpk@piac.aero](mailto:khijzpk@piac.aero) / [khijhpk@piac.aero](mailto:khijhpk@piac.aero)

Website: [www4.piac.com.pk](http://www4.piac.com.pk)

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

**Important Note:**

- **Must participate through EPADS System, only those Manual bids shall be considered which have already been quoted through EPADS.**

**After Submission through EPADS, following documents are required physically:**

- EPADS Tender Print
- Tender Cost: PKR \_\_\_\_\_
- Earnest Money: PKR \_\_\_\_\_
- Quality Tender Samples Quantity \_\_\_\_\_
- Technical Literature \_\_\_\_\_
- Company Profile \_\_\_\_\_
- Certifications \_\_\_\_\_
- Authorizations \_\_\_\_\_

Manual bids must be submitted before Closing date i.e. **12-08-2024**

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

**Sub: “Dettol Or Equivalent [Annual]Y-2024-25”**

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, PIACL Head Office, JIAP Karachi-75200 by **12-08-2024**. 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 mention 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 this respect shall be final and binding.

**EARNEST MONEY (for local bidders only)**

The Tender should be accompanied by a 2% (two) of the total tendered value having been deposited in terms of a Pay Order [from any scheduled bank] must be payable at Karachi Pakistan in lieu thereof in the name of M/S PAKISTAN INTERNATIONAL AIRLINES as interest free Earnest Money (Refundable) with Financial Proposals. Earnest Money in any other shape shall not be accepted. Earnest / Security Money deposited against a running contract (s) purchase orders(s) shall not be transferable as earnest money for any other tender. All tenders without Earnest Money shall not be considered.

**SECURITY DEPOSIT**

The successful bidders upon award of Contract / Purchase Order will be required to furnish in the amount equivalent to 5% of total tender value as interest free Security deposit in shape of Pay Order of an equivalent amount or a Bank Guarantee for an equivalent amount countersigned by the Head Office of the Bank and to remain valid 3-months after the expiry period of the Contract. The Earnest Money already held can be converted into Security Deposit and balance amount if any shall be deposited as above.

**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 PPRRA Rule-35 will be uploaded on both PPRRA/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. 02% Earnest Money of Total Bid Value (Cost / Tax) in shape of Pay Order [issued from any scheduled bank] as 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.7,000.00 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 (05 Bottles) (Non-Returnable).
3. Technical Proposal of item & Company profile.
4. Copy of GST & NTN certificate (for local bidders only)
5. Tender Schedule “B”, “C” & Specifications, must be attached with Technical Proposal.
6. Test Report of sample from PCSIR/PSQCA/Any Reputable Lab. (Only for non-food items) (If required)
7. Manufacturer / Authorized Distributor of Manufacturer or any other supportive letter from Manufacturer that shows Authenticity of the Original Product.
8. Samples must be without stamp & without vendor name only temporary sticker for identification is allowed.
9. 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**

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 120 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.

### 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-Dettol/24 (enclosed with only Financial Envelope)

Particulars of Item	Unit	Quantity Required	Unit Rate PKR	GST [if Applicable]	Total Value Rs.
<b><u>DETTOL BOTTLE 50 ML OR EQUIVALENT</u></b> Specification given below at page # 05	50 ml Bottle	11,760 (Zero Rated)			
		5,040 (With GST)			
Total Value in figures/words →					
Total Contract Value Rs. / Currency →					
Earnest Money Rs. →				50,000/-	

**Note:**

- All participants must quote one rates. Rates must be inclusive of all Govt. Taxes but GST shall be mentioned separately (if applicable).
- GST (if applicable) will be paid on items where applicable with the distribution of quantities 70% International Flights & 30% Domestic Flights.
- Production / delivery capability must not be less than 4,200 Bottles. Upon non-compliance, Late Delivery Charges will be applied at 02 to 05% per of each shipment & will be increased / multiplied on time bar or item may be arranged from other source on supplier's RISK & EXPENSE [Risk Purchase from any other source] or black listing of supplier.
- After receiving of P.O. bidder must submit additional amount (3 % of bid value) as Security Deposit within five (15) working days.
- 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.
- Bidders are required to offer one rate despite offering more than one proposal / sample. In case of more than one financial offer / rate, bidders must submit separate Technical & Financial Proposals (with tender fee & EM for local bidders).
- **any Grievance a fee of Rs 50,000.00 should be submitted. If grievance found Tenable by Grievance Committee same will be refunded, if grievance found Non Tenable, grievance fee will not be refunded.**

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 \_\_\_\_\_

FSD-Dettol OR EQUIVALENT

Sign &amp; Seal of Bidder

Specifications (inserted in Technical Proposal envelope)

Tender Ref No. FSD-Dettol/24

**SPECIFICATION**

<b>DETTOL BOTTLE 50 ML OR EQUIVALENT</b>	
<b>SPECIFICATION</b>	<b>Physical:</b>
	• Product → International Brand
	• Ingredients → Antiseptic Liquid
	• Content → Cholesterol
	• Capability → To Kill 100% Germs
	• Physical → Plastic Bottle with Cap
	• Volume → 50 ML Plastic Bottle
	• Packing → 100 Bottles in each carton
	• Biological → Not Harmful for Skin
	• Labeling → PIA New Logo on each Bottle (PIA USE ONLY)

01. Packing → Packing in airworthy carton having 100 bottles per carton.
02. Expiry → Validity must be have two year at time of each delivery with batch no.
03. Transportation / Delivery → PIA Flight Kitchen Karachi through PIA Local Receipt Section SCM Building asp per delivery schedule given in Purchase Order.
04. Who can supply → Manufacturer / Authorized Distributor of Manufacturer (With valid Authorization Certification form Manufacturer) only can participate.

**PIA NEW LOGO**

(Following Logo(s) is to be printing on Bottle & Carton of DETTOL as per Requirements)



**Great People to Fly With**

**Tender Schedule "B"**

**Tender No. FSD-Dettol/24**  
*(Inserted in Technical Proposal envelope)*

MANDATORY REQUIREMENT	YES / NO
<b><u>DETTOL BOTTLE 50 ML OR EQUIVALENT</u></b> Specification given above	
Participant must be registered with Sales Tax Authorities GST. No. & copies must be quoted.	
Quality samples Qty: 05 Bottle must be submitted (non-returnable)	
Delivery must be made at PIA Flight Kitchen through Local Receipt Section PIA SCM Building, PIACL Head Office Karachi Airport, as per delivery schedule given in PO.	
2% Earnest Money (Pay Order) submitted along with the Financial Proposal	

**Tender Terms & Conditions**

1. If any stage documents provided by participants found tempered / bogus 2% deposited E/Money will be fortified.
2. For the life rack item should be one (01) years expiry date from the delivery date.
3. All participants are required to quote rates inclusive all Govt: Taxes & GST separately. (for local bidders)
4. Please note that quoted rates must be firm and final in all respect.
5. Guarantee & warrantee must be provided. (if applicable)
6. Payment TERMS NET THIRTY DAYS or as agreed.
7. Income tax will be deducted at source. (for local bidders)
8. Quotation must be valid for 120 days from the date of technical proposal opening.
9. Quantity 15% may increase or decrease.
10. Bid will be awarded on technically qualified individual lowest rates basis.
11. All foreign vendors must send their sealed quotation via courier service, with cross reference Tender No. directly to Dy. 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.
12. Items are subject to evaluation by providing advance sample to determine the required quality by the user department/Joint Evaluation Committee.
13. Item found below PIA standard shell be rejected & not entertained.
14. 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)
15. Supplier staff delivering goods must be in clean uniform, non conformity will incur 02% deduction from the billing amount.
16. 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.
17. 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).
18. PIA has right to visit the bidder's manufacturing site (if required).
19. PIA can verify the material from any independent source / Laboratory for which charges will be deducted from the bills / security deposit of supplier / vendor.
20. Technically successful bidders will be informed their results & Financial Opening date.
21. 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.
22. If you have any query you can contact without any hesitation to concerned Procurement Officer email: [aleemuddin@piac.aero](mailto:aleemuddin@piac.aero) +92-21-99045281 / +92-300-2976772

FSD-Dettol/24  
 Tender Schedule "C"

### Must Attach with Technical Proposal

Physical / Measurement / details of Samples

**Offer**

<u>Fields</u>	<u>Remarks in detail</u> <i>must be filled by bidder</i>
Product	
Ingredients	
Content	
Capability	
Physical	
Volume	
Packing	
Biological	
Labeling	
Expiry	
Brand	
1 <sup>st</sup> Delivery (Qty & Time)	
Certification (must attach)	
Manufacturer / Distributor	

### 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, Party / vendor name, NTN & GST No must be mentioned on back side of Pay Order.  
 3, for tender fee (in technical proposal)  
 4, for 2% earnest money (in financial proposal)

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

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