

Tender No: FSD-24010116

Dated. 23<sup>th</sup> December, 2024

Tender Cost (Pay Order) PKR: 15,000.00

Earnest Money (Pay Order) PKR: 120, 000.00

## **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 Holy Month of Ramdhan Requirement – “DATES INDIVIDUAL 30 to 35 Gram Packet” – Y-2025
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. Bids 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 **22-01-2025 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 submit to the under signed before deadline of the bid.

### **Pakistan International Airlines**

Purchases Flight Kitchen Section

1<sup>st</sup> Floor, Supply Chain Management Department Building,

[PIACL], Head Office Karachi Airport-75200 Pakistan

Tel: +92-21-99045668 / 5379, Fax: +92-21-34570120

E-mail. [dgmpe@piac.aero](mailto:dgmpe@piac.aero) / [khijzpk@piac.aero](mailto:khijzpk@piac.aero) / [spo.fk@piac.aero](mailto:spo.fk@piac.aero)

Website: <http://web.piac.com.pk/>

## Instructions to Bidders [Must Read Carefully]

After Submission of bids through E-PADS, following evidences are required:

- E-PADS Reference \_\_\_\_\_
- Tender Fee: PKR \_\_\_\_\_
- Bid Security: PKR \_\_\_\_\_
- Quality Tender Samples (Qty) \_\_\_\_\_
- Technical Literature (If applicable) \_\_\_\_\_
- Company Profile \_\_\_\_\_
- Certifications \_\_\_\_\_
- Authorizations \_\_\_\_\_

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

**Sub : Holy Month of Ramdhan Requirement – “DATES INDIVIDUAL 30 to 35 Gram Packet” – Y-2025**

Dear Sir,

We are pleased to invite your sealed bid for the items listed in the attached schedule/s. In case of more than one schedule separate bid 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 bids on “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 **22-01-2025**.
2. The bid must be submit on E-PADS and Hard copy 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.
3. You may also send your bid through registered courier, which must reach before the closing date and time as mentioned above.
4. Bids will be opened at 11:00 hours, on the same day in the presence of bidders. (optional)
5. **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. (strict compliance)
6. Tenders received after stipulated date & time shall not be considered. The Corporation will not be responsible for any postal delays.
7. The decision of **General Manager (Procurement)** in this respect shall be final and binding.

**BID SECURITY / EARNEST MONEY (for local bidders only)**

The Bid must be accompanied by Rupees 120,000/- having been deposited in the form of a Pay Order [from any scheduled bank] and must be payable at Karachi Pakistan in lieu thereof in the name of M/s. PAKISTAN INTERNATIONAL AIRLINES CORPORATION LTD as interest free Bid Security / Earnest Money (Refundable) with **Technical Proposals.**

Please Note:

- 1-Bid Security / Earnest Money in any other shape shall not be accepted.
- 2-Bid Security / Earnest Money deposited against a running contract(s) purchase orders(s) shall not be transferred as Bid Security / Earnest money for any other tender.
- 3- All tenders without Bid Security / Earnest Money shall not be considered.

**PERFORMANCE GURANTEE / SECURITY DEPOSIT (For Successful bidders)**

The successful bidders upon award of Contract / Purchase Order will be required to furnish in the amount PKR 150,000/= [WILL CALLED IF REQUIRED] of total tender value as interest free 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 for 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.**

Bid 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 Technical proposal and samples according to the specifications. Financial Proposal of only those bidders will be opened whose sample are found acceptable and technically qualified. Technical and Financial Evaluation Reports as per PPRA Rule-35 will be uploaded on both E-PADS, PPRA and PIA websites.

**Financial Proposal having following documents.**

- Tender Schedule –“A” Complete Form duly filled in, signed, stamped every page and sealed with scotch tape.

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

1. Tender Fees Pay Order of Rs 15,000.00 for Local Bidders. (Non-Refundable).
  - (On Pay Order’s back side, vendor must write company name/stamp, Tender Ref. No, date, EM & amount)
- Fixed Bid Security / Earnest Money [Rs. 120,000.00] of Total Bid Value 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, Earnest Money & amount)
2. Quality samples 10 Packets (Non-Returnable)
3. Technical Proposal of item & Company profile.
4. Copy of GST & NTN certificate (for local bidders only)
5. **Tender Schedule “B”**, & Specifications, must be attached with Technical Proposal.
6. Manufacturers / Authorized Distributor of manufacturer & Related Business Operators can participate in tender.
7. Please see Specification part of tender.
8. Item’s technical literature etc

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

### PRICES

- a) The Prices quoted must be net as per accounting unit as shown in the Schedule of tender, inclusive of all duties / taxes, packing, octroi and delivery charges for free delivery to PIA Flight Kitchen through Foreign / Local Receipt Section Supply Chain Management (old 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. (Extendable in line with PPRA Rules)
- e) Rates must be written on PIA prescribed form otherwise Bids will not be entertained.
- f) Correction White Fluid or Over Writing strictly is 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 does not pledge itself 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.

- Note. All Foreign Bidders must sent their samples / tender envelopes on DDP (Delivery Duty Paid this is only for Tender Samples / Envelopes) basis. Outer Courier Envelope must be with cross Tender Reference Number/ Item Description.

Yours truly,  
*for and on behalf of* **Pakistan International Airlines**

**Purchases Flight Kitchen.**  
**Supply Chain Management – PIA KHI**

Encl:

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

Notes: 1- Prescribed Tenders form for the subject item may be directly downloaded from <http://web.piac.com.pk/> or [www.ppra.org.pk](http://www.ppra.org.pk), <https://www.eprocure.gov.pk> websites.  
<https://www.piac.com.pk/corporate/sales-procurement/tenders>

**Tender Schedule "A"**  
**Ref No: FSD-24010116**
**Holy Month of Ramdhan Requirement – "DATES INDIVIDUAL 30 to 35 Gram Packet" – Y-2025.**

S#	Particulars of items	Unit	STN	Quantity required	Unit Rate PKR (WITHOUT GST)	GST on 30% Qty [if Applicable]	Total Value PKR (Including GST)
1	<b>Dates Individual</b> 30-35 Grams Packet must be printed with PIA Logo. Bleached Card Box with Lamination Paper (As per specs Page-5&6)	Pack of 30-35 Grams	KHI	119,000 (Zero Rated)			
				51,000 (With GST) (if applicable)			
TOTAL VALUE IN FIGURES/WORDS →							
TOTAL CONTRACT VALUE Rs. →							
FIXED EARNEST MONEY (w/o GST) Rs. →				120,000/-			

- 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.

## • Delivery required on most urgent basis.

- No any letter of 90 Exit Clause will be entertained within First Quarter of the Contract Period.
- If any supplier, submit 90 Days Exit Clause within first quarter, their EM will be forfeited.
- If any supplier, submit 90 Days Exit Clause after first quarter, the said Bidder / Or any of its Subsidiary Company will not be able to participate in Next Same tendering Process.
- For any Grievance a fee of Rs 30,000.00 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.

I/ We hereby confirm having read and understood the terms and conditions of the tender and I / we 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: \_\_\_\_\_

**Specification Mandatory Requirement.**



ITEM CODE FFD-73  
19<sup>th</sup> Dec. -2024

**Specification of Dates IND Pack (30 to 35 Gram Packet)  
(Requirement for Holy Month of Ramzan)**

<p><b>Chemical:</b></p> <ul style="list-style-type: none"> <li>• Should be oil free with natural shine.</li> <li>• Should be dry and not washed.</li> <li>• Shelf life not then 06 months.</li> </ul>
<p><b>Physical:</b></p> <ul style="list-style-type: none"> <li>• 03 Dates packed / wrapped in polythene bag.</li> <li>• Each polythene bag should be packed in packet / box.</li> <li>• Weight of individual Date = 10 Gram.</li> <li>• Weight of 03 Dates (One Packet) = 30 to 35 Gram.</li> <li>• Dates should be visible in the packet.</li> <li>• Clean without any twig, insect or any other foreign object not form cold storage.</li> <li>• Registered &amp; Reputable brand.</li> </ul>
<p><b>Biological:</b></p> <ul style="list-style-type: none"> <li>• Free from fungal attack or any other blemish affecting the quality of the product.</li> <li>• Must be free from foreign object and all kind of bacteria, mold etc.</li> </ul>
<p><b>Sensory:</b></p> <ul style="list-style-type: none"> <li>• Natural sweet taste.</li> <li>• Without any smell or oil etc.</li> </ul>

- Packing:-**
  - Each container shall be clearly marked or labeled with a name of product, address of the manufacturer, Net weight and date of expiry.
  - Damage dirty & dusty packets are not acceptable.
- Labeling:-**
  - Date of manufacturing and expiry must be printed on each packet.
  - Expiry date on removable stickers is not acceptable.
  - Expiry less than 06 months at the time of delivery is not acceptable.
  - Brand name must be labeled on each packet.
  - Box should have PIA LOGO & should be printed the following inscription:-
    - i. Great People to Fly With
    - ii. FOR PIA USE ONLY
- Transportation/Delivery:-**
  - Supplies to be delivered in PIA Flight Kitchens in hygienically clean & refrigerated van, & proper temperature to be maintained in order to prevent supplies from spoilage / deterioration as per product requirement.
- Food Law/Regulatory Compliance Certification:-**
  - Preferably comply with PSQCA standards or similar agency.

*Signature*  
Manager  
Division  
of Airlines

*Signature*  
Abdul Rahim  
Chief Service Officer  
Flight Kitchen  
Karachi Airport

*Signature*  
M. Sulman Pechoto  
Director Manager (OPS/PLNG)  
Flight Kitchen  
Karachi Airport

*Signature*  
Jabeer Raza  
Manager  
Food Services Division Karachi  
Office Assistant Manager  
Production & Material Planning  
Pakistan International Airlines

*Signature*  
TAUSEEF HAYAT  
Manager  
Food Services Division  
PIA Head Office Karachi.

*Signature*  
Fakhr Samiullah  
General Manager  
Food Service Division  
PIA Flight Kitchen Karachi

Controlled Document, FSD- Evaluation committee is authorized to amend only. Page # 1/2



**PIA Logo**



**Tender Schedule “B”**  
**Tender No. FSD-24010116.**

**Holy Month of Ramdhan Requirement – “DATES INDIVIDUAL 30 to 35 Gram Packet” – Y-2025.**

Mandatory Requirement (must attach with Technical Proposal)	YES / NO
Holy Month of Ramdhan Requirement – “DATES INDIVIDUAL 30 to 35 Gram Packet” – Y-2025. Specification given above on Page-6.	
Participant must be Manufacture / Authorized dealer of manufacture & Related Business Operators can participate.	
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 Packets must be submitted (non-returnable)	
Delivery must be made at PIA Flight Kitchen through Local / Foreign Receipt Section PIA P&L Building, PIA CL Head Office Karachi Airport, as per delivery schedule given in PO.	
Fixed Earnest Money (Pay Order) submitted along with the Technical Proposal	
All technical samples will be considered full and final for evaluation. Submit your sample as per specification.	

**Tender Terms & Conditions**

1. If any stage documents provided by bidder found tempered /bogus deposited E/Money will be fortified.
2. All participants are required to quote rates inclusive of 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 (30) NET THIRTY DAYS or as agreed.
6. Income tax will be deducted at source. (for local bidders)
7. Quotation must be valid for 120 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. Items are subject to evaluation by providing advance sample to determine the required quality by the user department/Joint Evaluation Committee. Item found below PIA standard shall be rejected & not entertained.
11. 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)
12. Supplier staff delivering goods must be in clean uniform, non-conformity will incur 02% deduction from the billing amount.
13. If goods deliver late than delivery schedule mentioned in Purchase Order. An amount equivalent 2% / multiple by time bar will be deducted from invoice / bill of bidder (as per rules).
14. 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).
15. PIA has right to visit the bidder’s manufacturing site (if required).
16. Technically successful bidders will be informed their results & Financial Opening date.
17. 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.
18. If you have any query you can contact without any hesitation to concerned Procurement Officer email [spo.fk@piac.aero](mailto:spo.fk@piac.aero) +92-21-99045668 / +92-333-3248871

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

**General Manager (Procurement)**  
Supply Chain Management  
1<sup>st</sup> Floor Supply Chain Management (old P&L) Department, Building,  
Pakistan International Airlines Corporation Limited  
Head Office J.I.A.P Karachi Airport 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 borned 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. #** \_\_\_\_\_



## 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.

**PARTICIPATION AUTHORIZATION LETTER**

*Must be filled by Representative of Company with C.N.I.C Copy, Company Identification & must be submit with  
Technical Proposal only*

**TO WHOM IT MAY CONCERN**

Dated. \_\_\_\_\_

I namely \_\_\_\_\_

Bearing CNIC\* No. \_\_\_\_\_

Representing M/s. \_\_\_\_\_,

am hereby authorized by my company to submit proposal against

Tender No: \_\_\_\_\_

for (item) \_\_\_\_\_

To PIA and observe proceeding on tender opening day. Copies of my CNIC & Company Card copy are enclosed.

Authorized Signature & Seal of Supplier with Designation \_\_\_\_\_

Address \_\_\_\_\_

Telephone No: \_\_\_\_\_ Cell No. \_\_\_\_\_

Fax No: \_\_\_\_\_ Valid Email \_\_\_\_\_

\*Computerized National Identity Card