

PUBLIC PROCUREMENT REGULATORY AUTHORITY (PPRA)

CONTRACT AWARD PROFORMA – I

NAME OF THE ORGANIZATION / DEPTT : TRADING CORPORATION OF PAKISTAN (PVT.) LIMITED

FEDERAL / PROVINCIAL GOVT : FEDERAL GOVERNMENT.

TITLE OF CONTRACT: IMPORT OF 320,000 MT WHEAT (+/- 5% MOLSO)

TENDER NUMBER : TCP/MA&ID/WHEAT/20-6/2020

BRIEF DESCRIPTION OF CONTRACT: INTERNATIONAL TENDER FOR IMPORT OF 320,000 MT WHEAT (+/- 5% MOLSO) TO MEET THE DOMESTIC SHORTAGE OF WHEAT.

TENDER VALUE: PKR 14,470,272,000

ENGINEER'S ESTIMATE: NIL (for civil works only)

ESTIMATED COMPLETION PERIOD: 05 MONTHS (APPROXIMATELY)

WHETHER THE PROCUREMENT WAS INCLUDED IN ANNUAL PROCUREMENT PLAN? : NO

ADVERTISEMENT:

- (x) PPRA Website YES
- (xi) (Federal Agencies) (PPRA's tender number: TS434457E)
- (xii) Newspaper: YES (Express Tribune 26/10/20, Express 27/10/20)

TENDER OPENED ON (DATE AND TIME): 03-11-2020 (1630 HOURS)

NATURE OF PURCHASE: INTERNATIONAL

EXTENSION IN DUE DATE (If any): YES

NUMBER OF TENDER DOCUMENTS SOLD: ELEVEN

WHETHER QUALIFICATION CRITERIA WAS INCLUDED IN BIDDING / TENDER DOCUMENTS: YES (Annex-A)

PUBLIC PROCUREMENT REGULATIONS, 2009

WHETHER BID EVALUATION CRITERIA WAS INCLUDED IN BIDDING / TENDER DOCUMENTS: YES (Annex-B)

WHICH METHOD OF PROCUREMENT WAS USED:- (Tick one)

- (a) SINGLE STAGE – ONE ENVELOPE PROCEDURE \_\_\_\_\_
- (b) SINGLE STAGE – TWO ENVELOPE PROCEDURE \_\_\_\_\_
- (c) TWO STAGE BIDDING PROCEDURE \_\_\_\_\_
- (d) TWO STAGE – TWO ENVELOPE BIDDING PROCEDURE \_\_\_\_\_

Please specify if any other method of procurement was adopted with brief reasons (i.e. Emergency, Direct Contracting, Negotiated Tendering etc.): open competitive bidding was followed with the relaxation of



Rule-13 & 35 of PPRA and negotiations were also carried out with the lowest and other responsive bidders to match the lowest bid price received against the tender, under approval from the Federal Cabinet (Annex-C).

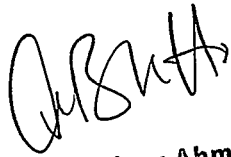

WHO IS THE APPROVING AUTHORITY: BOARD OF DIRECTORS

WHETHER APPROVAL OF COMPETENT AUTHORITY WAS OBTAINED FOR USING A METHOD OTHER THAN OPEN COMPETITIVE BIDDING: YES (in the instant case the import is carried out on the directives of the Federal Cabinet who gave relaxation of Rule-13 & 35 of the PPRA Rules, 2004 and also allowed negotiated tendering for the procurement of wheat)

NUMBER OF BIDS RECEIVED: SEVEN

WHETHER THE SUCCESSFUL BIDDER WAS LOWEST BIDDER: YES

WHETHER INTEGRITY PACT WAS SIGNED: YES

  
 **Qadeer Ahmed Bhutto**  
General Manager  
TRADING CORPORATION OF PAKISTAN  
Ministry of Commerce  
Government of Pakistan  
Karachi.

Wheal 20/6

ii. **SUBMISSION OF BIDS:**

- a. The bid documents can be purchased from designated offices / downloaded from the website of TCP till 1530 hours on **November 03, 2020**. Interested foreign suppliers may submit their bids in sealed envelopes to be dropped in the Tender Box placed at Reception Counter of TCP at 4<sup>th</sup> Floor, Block "B", Finance & Trade Centre, Shahra-e-Faisal, Karachi on **November 03, 2020** latest by 1600 hours. Bids received through fax, cable, courier or any other means except as prescribed above shall not be considered. The bids received will be opened at 1630 hours (thirty minutes after deadline for submission of bid) in the TCP Board Room in presence of bidders or their authorized representatives who may wish to be present.
- b. The bidders are required to furnish the following documents alongwith their bids:
- i. Name and address of the firm with telephone and fax numbers and e-mail address (**Principal Supplier**).
  - ii. Certificate of membership of concerned recognized trade association or chamber as the case may be (**Principal Supplier**).
  - iii. Company's profile and Name of Directors/Partners/Proprietor (**Principal Supplier**).
  - iv. Name and address of Local Representative with telephone and fax numbers e-mail address, CNIC & NTN.
  - v. Proof of registration with tax authorities (**Local Representative**).
  - vi. An Affidavit on stamp paper of PKR 100/- to the effect that either the principal supplier/company or his local representative had never been black listed by TCP or any Government department/autonomous body.
  - vii. Financial status report about its financial standing and business integrity by the party's bank on its letter head (**Principal Supplier**).
  - viii. Copy of the agreement signed between the principal and the Local Representative. The foreign based manufacturer can participate through a local representative by providing copy of such agreement as mentioned above.
  - ix. An Affidavit on stamp paper of PKR 100/- from the applicant that all the papers/documents and the information furnished by him / them are genuine and true in the terms of their contents and that if established otherwise at any later stage during the processing, he/she will be liable to blacklisting attracted under TCP's public notice No.1 of 2010 dated September 03, 2010, besides other action that the corporation might deem fit to take. The affidavit must be submitted on the prescribed proforma given at **ANNEXURE-II** of Tender Terms.
- c. All bids must be submitted on the prescribed proforma given at **ANNEXURE-I** along with original receipt of Rs.2000/- on account of purchase of tender documents in the name of Bidder or his authorized Local Representative or Pay Order/Bank Draft in favor of TCP for the equivalent amount.
- d. The tender documents can also be downloaded from official websites of TCP [www.tcp.gov.pk](http://www.tcp.gov.pk) and PPRA [www.ppra.org.pk](http://www.ppra.org.pk). However, in such case, cash receipt from TCP Cash Section or a Pay Order/Demand Draft for Rs.2,000 (Rupees Two Thousand Only) in favor of Trading Corporation of Pakistan, Karachi must be submitted along-with the bid.

D / SKW

- e. Bids must be submitted through Bidder's representative and must accompany Bidder's (Principal's) authority letter in original on his letter head (or fax, to be replaced by original) duly signed and stamped, as per the attached Performa (ANNEXURE-III), a copy of which shall be sent to G.M. (MA&ID). TCP also directly by the Bidder through fax (before opening of bids) as well as courier.
- f. The Bidder shall undertake in writing (ANNEXURE-IV) along with the Bid that he shall supply wheat free from Tilletia Indica/Tilletia Walker and also undertake that they shall not source the wheat from the areas/regions of the country of origin where presence of Tilletia Indica/Tilletia Walker is notified or suspected.
- g. The local representative of the bidder will be authorized to obtain tender documents, submit offers, negotiate and sign contracts and other documents on behalf of principal bidder. In case of litigation and/or arbitration between TCP & principal bidder, summons or any other legal process served on the Local Representative shall be admitted and held as valid as if served upon the principal bidder.
- h. The Buyer reserves the right to bifurcate the quantity.
- i. The Buyer reserves the right to accept or reject any or all bids wholly or partially or counter the Bid(s) or bifurcate or increase/decrease the tender quantity as per PPR-2004.
- j. Letter(s) of Acceptance/award will be issued by fax as well as by courier to the successful Bidder(s) and/or his/their representative(s) in Pakistan within the validity of offer.
- k. The interested parties who have not fulfilled their contractual obligation with TCP shall not be eligible to participate in the Bids, unless they clear their dues along with penalties or fulfill their contractual obligations in services and commodities with TCP, as the case may be, before tender opening date. Furthermore, the suppliers against whom black listing process has been initiated or they have been black listed by TCP are not eligible to participate.

**6. BID EVALUATION CRITERIA:**

Bid shall be evaluated solely on price basis subject to their conformity with terms and conditions of tender documents.

**7. COUNTRY OF ORIGIN:**

- a) "Country of Origin of Wheat offered should be specifically mentioned in the Bid Form ANNEXURE-I. Bidder will give a certificate confirming the availability of stock".
- b) The cargo (wheat) should not be originated from Israel or any other banned country.

**8. VALIDITY:**

Offers should be valid for **Seventy Two (72) hours** from opening time of the bids.

**9. BID SECURITY:**

- a. Bid shall be accompanied by an original Bid Bond equivalent to **Two percent (2%)** of the CFR value of the offered quantity of the Bid in the form of a Demand



GOVERNMENT OF PAKISTAN  
MINISTRY OF COMMERCE  
ISLAMABAD



SECRETARY  
MINISTRY OF COMMERCE  
ISLAMABAD

CONFIDENTIAL

ISLAMABAD, PAKISTAN  
15/08/2020

Islamabad, the 15th August, 2020.

MEMORANDUM

BOARD OF WHEAT THROUGH TRADING CORPORATION OF PAKISTAN

The undersigned is directed to endorse herewith the decision of the Cabinet in

CS No. 10370/2020 dated 01.08.2020 on the subject cited above for further necessary action.

Moreover, the requisite funds required for import of wheat may be intimated to

the Finance Division so that the matter may be cleared up with the Finance Division.

Yours faithfully,

(HAFIZ MUHAMMAD AMIN)

Section Officer (Imp-II)

For and on behalf of  
the Corporation of Pakistan  
Secretary

SHOTON M18  
ALTRIAL CAMERA

Case No: 520/50/2020 Dated: 04.08.2020	Import of Wheat through Trading Corporation of Pakistan (TCP)
Presented by: National Food Security and Research Division	

#### DECISION

The Cabinet considered the summary titled 'Import of Wheat through Trading Corporation of Pakistan (TCP)' dated 3<sup>rd</sup> August, 2020, submitted by the National Food Security and Research Division, and approved the proposal contained in Para 6(a) of the summary with the following exemptions/permissions:

- a. Exemption of Rule 13 and 35 of Public Procurement Rules 2004.
- b. Permission for negotiation with other suppliers to match the lowest price/bid option as it will help to increase competition as well as efficiency to bring commodity well within the prescribed time.
- c. Exemption from all duties and taxes on Import of Wheat by TCP.
- d. Formal allocation of requisite funds or cash credit allocation for opening of L/C by TCP to be worked out between Commerce Division and Finance Division.
- e. Recipient agency /ies to be nominated by the MNFS&R at the earliest to ensure timely and smooth transfer from the ports, storage, logistics and supply to respective destinations.

PUBLIC PROCUREMENT REGULATORY AUTHORITY (PPRA)  
CONTRACT AWARD PROFORMA – II

NUMBER OF BIDDERS PRESENT AT THE TIME OF OPENING OF BIDS: SEVEN

NAME AND ADDRESS OF THE SUCCESSFUL BIDDER: M/s. Louis Dreyfus Suisse Company, Switzerland

RANKING OF SUCCESSFUL BIDDER IN EVALUATION REPORT:

SR. NO.	NAME OF SUPPLIER	NAME OF LOCAL AGENT	RATES (US\$/MT)
1	Louis Dreyfus Suisse Company	Louis Dreyfus Company Pakistan	286.20
2	Agrocorp International	United Resources Corp.	287.38
3	GTCS Trading DMCC	Asia Marine (Pvt.) Ltd.	288.00
4	Aston Agro Industrial	Popular Enterprises	292.70
5	Swiss Singapore	Fertline Pvt. Ltd.	294.60
6	Cargill	Cargill Pakistan	296.50
7	Falconbrige FC-LLC	Falconbridge	309.50

NEED ANALYSIS (Why procurement was necessary?): The Federal Cabinet/ECC decided to import 1,500,000 MT Wheat on 04-08-2020 in order to mitigate the shortage and soaring prices of wheat in the domestic market.

IN CASE EXTENSION WAS MADE IN RESPONSE TIME, WHAT WERE THE REASONS (Briefly describe) NO

WHETHER NAMES OF THE BIDDERS AND THEIR PRICES WERE READ OUT AT THE TIME OF OPENING OF BIDS: YES

DATE OF CONTRACT SIGNING: CONTRACT WAS AWARDED ON 06-11-2020

CONTRACT AWARD PRICE: US\$ 286.20 PER METRIC TON (320,000 MT)

WHETHER COPY OF EVALUATION REPORT GIVEN TO ALL BIDDERS: YES (Annex-A)


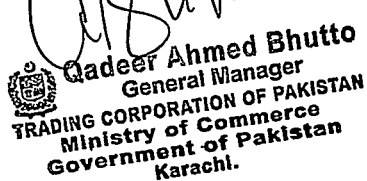
ANY COMPLAINTS RECEIVED: NO

ANY DEVIATION FROM SPECIFICATIONS GIVEN IN THE TENDER NOTICE/ DOCUMENTS: NO

DEVIATION FROM QUALIFICATION CRITERIA: NO

SPECIAL CONDITIONS, IF ANY: NO

[F.No.2/1/2008/PPRA-RA.III]

  
  
Qadeer Ahmed Bhutto  
General Manager  
TRADING CORPORATION OF PAKISTAN  
Ministry of Commerce  
Government of Pakistan  
Karachi.

ANNEX-X

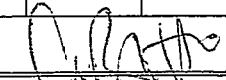
**TRADING CORPORATION OF PAKISTAN (PVT) LTD**  
**(BID EVALUATION REPORT)**

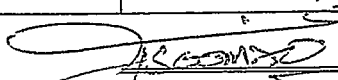
File No. TCP/MA&I/WHEAT 20-6/2020-21

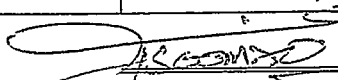
SUBJECT: BID EVALUATION OF INTERNATIONAL TENDER NO. TCP/MA&I/Wheat 20-6/2020-21 OPENED ON 03-11-2020 AT 1630 HOURS FOR IMPORT OF 320,000 MT WHEAT


S No.	Name of Bidder (Principal)	Name of Bidder (Local Agent)	Bulk (CFR Basis)		2% Bid Security (US\$) (Required)	Bid Security (US\$) (Submitted)	Country of Origin	Complete Details of the bidder as required under clause 5 II (b)	Bid Form Along with Receipt of Tender Purchase Form Submitted	Remarks
			Qty Offered	Rate per MT in US\$						
1	M/s. Louis Dreyfus Suisse Company	M/s. Louis Dreyfus Pakistan Company	110,000	286.20	629,640	649,000	Russia/Ukraine/Germany/Lithuania/Latvia/Estonia/Romania/France/Argentina/Australia/US/Poland	Yes	Yes	Responsive
2	Agro Corp, Pte Singapore	United Resources Co	115,000	287.38	660,974	700,000	Ukraine/Russia/Brazil/Argentina/Uruguay/Australia/Canada/Europe/EU/Serbia/Poland/Lithuania/Latvia/USA/Germany/Romania/Bulgaria/Estonia/Hungary	Yes	Yes	Responsive
3	M/s. GTCS Trading	M/s. Asia Marine	120,000	288.00	691,200	743,400	Russia/Ukraine/Romania/Bulgaria/Germany/Hungary/Kazakhstan/Australia/UK/France/Canada/Uruguay/Argentina/Serbia/Poland	Yes	Yes	Responsive
4	M/s. Aston Agro	M/s. Popular Enterprises	110,000	292.70	643,940	1,100,000	Russia	Yes	Yes	Responsive
5	Swiss Singapore Overseas	Fertline Pvt. Ltd.,	100,000	294.60	589,200	630,000	Russia/Ukraine/USA/Canada/Argentina/Germany/France/Lithuania/Latvia/Estonia/Romania/Brazil/Poland/Bulgaria/Australia	Yes	Yes	Responsive
6	M/s. CARGILL	M/s. CARGILL Pakistan	112,000	296.50	664,160	710,000	Germany	Yes	Yes	Responsive
7	M/s. Falconbridge FC-LLC	M/s. Falconbridge	100,000	309.50	619,000	Nil	EU/Serbian/German	No	Yes	Non-Responsive- due to non-provision of Earnest Money

  
D.G.M Incharge (GA & HR)/Member

  
General Manager (REM&S)/ Member

  
General Manager (DPOD)/ Member

  
Chief Internal Auditor/Member

  
Chief Financial Officer /Convener